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Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, [M.P.]

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INDEX TO THE "COMMERCIAL INTELLIGENCE JOURNAL"

The Index to the *Commercial Intelligence Journal* for the six months ending June 27, 1925 (Nos. 1092 to 1117 inclusive), is being sent out with this issue. Canadian manufacturers and exporters are strongly advised to file all numbers of the *Commercial Intelligence Journal* for future reference and to preserve them with the index, in bound volumes or in some other convenient form. Additional copies of the index may be had free of charge on application to the King's Printer or to the Department of Trade and Commerce, Ottawa.

MARKETING OF CANADIAN APPLES IN GREAT BRITAIN

The joint report of Mr. J. Forsyth Smith, Canadian Fruit Trade Commissioner, Liverpool, and Mr. W. A. Wilson, Agricultural Products Representative of the Department of Agriculture in London, on the Marketing of Canadian Apples in Great Britain, has been published as Apple Supplement No. 44 to the *Commercial Intelligence Journal*. The subjects handled in this report include Channels of Distribution in the United Kingdom; Auction Brokers and Auction Sales; Buyers' Organizations; Inland Markets in Great Britain; the Effect of Private Treaty Sales; Condition of Fruit and Its Influence on Prices; the Continental Markets as Supplied by Transshipments from the United Kingdom; Sales Charges at the several Auctions; and Direct Representation by the Shipper. The recommendation of the Canadian Fruit Trade Commissioner is that the

Canadian apple industry should co-operate to establish a representative organization in the United Kingdom to act as controllers of distribution in that country, and pending the attainment of such a decree of Dominion-wide unity as would make this possible, any fruit shipping organization controlling sufficient tonnage to warrant this expense should employ a representative in that country with the fullest control of the fruit consigned. A table at the end of the report shows the rail and ocean costs on fruit between stated importing market centres in the United Kingdom and the chief cities in Great Britain and the Continent.

Copies of this report may be obtained free of charge on application to the Department of Trade and Commerce, Ottawa.

PROSPECTS FOR CANADIAN LAST BLOCKS IN THE MIDLANDS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, June 12, 1925.—A survey of the last block import trade has been made on behalf of certain Canadian firms, and the following information is volunteered in the hope that it will prove useful to Canadian exporters.

TRADE LOCATION

Ninety per cent of the United Kingdom boot and shoe manufacturing trade is located in the Leicester, Northampton, Kettering, and Stafford districts of the Midlands, and in consequence the important shoe last manufacturers are located in the same area.

In Bristol, Leeds, Glasgow, and London there are some shoe manufacturers of importance, but for last manufacturers these districts may be ruled out as unimportant.

TYPES OF LASTS

There are three general types of lasts manufactured, viz. "making" lasts, "finishing" lasts, and "filler" lasts, which will be dealt with in order.

Making Lasts.—Shoes in the making obtain their first shape on the making lasts, and this important type demands perfect raw material and workmanship in its manufacture.

These lasts are manufactured from rough-turned rock maple blocks which are imported from the United States and Canada. Certain small quantities are also made up from hornbeam imported from France.

The rough-turned last blocks are cut with the grain; the bark side of the tree must in all cases be on the bottom of the block. No exception is ever made to this rule. The reason for such insistence on the part of manufacturers is in order that the lasts may expand and contract evenly.

The most important factor in the preparation of last blocks is that of proper and adequate drying, and this explains the failure of Canadian last blocks to control the bulk of the trade. Blocks should be well air dried and a year should be allowed for this.

There is a sale for both air-dried and kiln-dried blocks, the demand depending on whether the English manufacturers operate their own kilns. One firm, who consume 200,000 blocks per annum, buy only air-dried, and let them dry still another year before kiln drying to ensure freedom from checks and cracking and thus decrease the percentage of seconds or culls.

The larger proportion of the trade is, however, in kiln-dried blocks which can be put into manufacture immediately. The main criticism of new firms entering the export trade is that they dry the blocks too fast and after inadequate air drying. The result is that the wood is dried on the surface and wet on the inside; in addition to a percentage of discoloured, cracked blocks fit only for finishing lasts, or thrown out as culls.

One manufacturer states that to obtain satisfactory results ninety days' kiln drying should be given the air-dried blocks to eliminate cracks and checks to a satisfactory degree. As regards moisture, this should range from 10 per cent to 12 per cent, and it is as dangerous to have too small a percentage of moisture as too much. He explained that if too dry there is always the possibility of the finished shoe last swelling when stored in the cellars of the shoe manufacturers prior to use, and this can be well understood, regard being had to the English climate. In short, last blocks to be satisfactory must neither shrink nor swell.

Seconds or culls should not exceed 5 per cent in any shipment, but if not too poor in quality these discards can be utilized for finishing lasts.

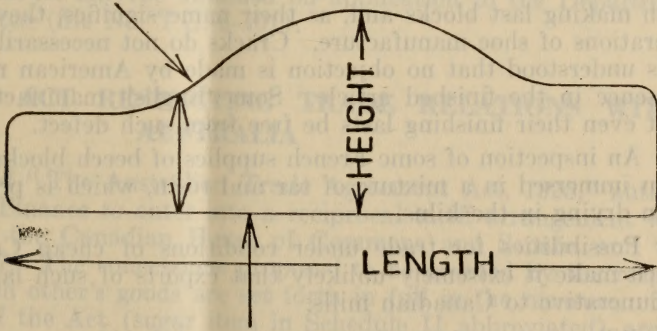
Streaky or yellow wood is very undesirable, and shoe manufacturers have an aversion to such finished lasts, claiming that the wood is rotten. Whether this be the case or not, the cause is undoubtedly often owing to inadequate kiln drying.

The greatest difficulty has been encountered in describing the odd shapes and sizes of last blocks desired. Every manufacturer interviewed stated that for Canadian mills new to the business the only satisfactory method was to obtain samples of the various sizes from Canadian mills already manufacturing them.

Samples have already been forwarded to Canada from the Bristol office, and the names of Canadian firms manufacturing last blocks may be obtained from the *Trade Index* of the Canadian Manufacturers' Association, or on application to the Department of Trade and Commerce, Ottawa.

The sizes used are Nos. 1, 3, 5, 7, 9 and 11, the first being the smallest and the last the largest used. The average sizes wanted as a rule are Nos. 3, 5, 7 and 9. The following rough illustration and details of length, width, and height and circumference will, it is hoped, be of assistance. The dimensions have been obtained by actual measurement of blocks and are for kiln-dried.

CIRCUMFERENCE



WIDTH ON BOTTOM

Size	Length	Width	Height	Circumference
1	10½	3½	4½	11
3	12	4	4¾	12
5	12½	4½	5	13
7	13	4¾	5½	14
9	13½	4¾	5½	15
11	14	5	6	16

All maple blocks would shrink approximately half an inch in the girth in the process of kiln drying, so that firms should make their measurements half an inch larger than those above given when the blocks are freshly cut, so as to allow for shrinkage.

Considerable variation in prices appears to exist, and the following United States prices per 1,000 blocks are on the high side: No. 1, \$152; No. 3, \$165; No. 5, \$176; No. 7, \$190; No. 9, \$206.

The above prices are for kiln-dried stock f.o.b. mill or Canadian seaboard, and invoices of actual purchases on the above basis have been seen. Prices considerably lower than the above are being quoted from one source, but are not of good quality. Canadian producers who can quote the above prices for first-quality kiln-dried blocks should write the Bristol office. In large quotations of 100,000 or more prices would have to be cut by 10 per cent at least, and for air-dried a difference of \$10 per 1,000 should be allowed.

The last block trade is a notable exception to the general rule that c.i.f. or free delivered prices in sterling should be quoted. In every case traders and manufacturers desired f.o.b. seaboard or mills quotations in Canadian currency, and this naturally is most acceptable to Canadian firms.

Terms are either cash against documents or thirty days after arrival subject to inspection, dependent upon the English last manufacturer's system of purchase.

Finishing Lasts.—The most important sources of supply for finishing last blocks are Germany, France, Sweden, and certain parts of England. The wood used is almost exclusively beech.

At the present time Continental firms are offering finished beech lasts at a price which is disproportionate with the price of rough turned. One manufacturer stated that the trade of manufacturing finishing lasts was slowly dying owing to the above competition. A firm at Stockholm are offering beech blocks at 12 cents per pair delivered Hull, and other prices up to 32 cents per pair for French beech blocks delivered Northampton are quoted. German firms are even offering the manufactured article, which is a finishing last or last filler, at 68 to 72 cents per pair delivered Northampton.

Last blocks suitable for finishing lasts compare in no way as regards quality with making last blocks and, as their name signifies, they are used in the final operations of shoe manufacture. Cracks do not necessarily mean rejection, and it is understood that no objection is made by American manufacturers to their presence in the finished article. Some English manufacturers, however, insist that even their finishing lasts be free from such defect.

An inspection of some French supplies of beech blocks showed the ends had been immersed in a mixture of tar and rosin, which is presumably to facilitate even drying in the kilns.

Possibilities for trade under conditions of cheap Continental supplies of beech make it extremely unlikely that exports of such last blocks would prove remunerative to Canadian mills.

Fillers.—A variety of woods are used for the manufacture of filler lasts, which are utilized chiefly for the display of sample shoes and must be extremely light in weight. Basswood, sycamore, and chestnut are chiefly used, basswood predominating. Their use is very limited compared with rock maple blocks and represents only about 10 per cent of the trade. Sizes chiefly desired are 5's and 7's. Canadian basswood blocks should prove quite suitable and quotations for same, kiln-dried only, in carload lots of 12,000 to 15,000 blocks f.o.b., in Canadian currency, should be forwarded to the Bristol office. Only firms with experience, however, should attempt this trade.

Fibreboard is also used in the manufacture of fillers and is purchased in large sheets of $\frac{1}{16}$ -inch thickness, and the quality of board used is such that it will be readily stretched and mould under pressure. These filler lasts are made by stretching the wet fibreboard over the forms and then baking.

WOODEN HEELS

Wooden heels for ladies' high-heeled shoes are made exclusively from English beech and no manufacturers were interested in Canadian supplies.

HOT PUFF METHOD OF MANUFACTURE

One manufacturer viewed with apprehension the increasing use of the "hot puff" method of manufacturing shoes, which is making, according to him, drastic changes in the last trade and decreasing the turnover by 25 per cent.

Advertisements in the shoe trade journals state that puffs are stronger than leather and are proof against water, perspiration, and acid perspiration gases. They set very quickly and take about six minutes compared with six hours on the lasts.

INTEREST IN CANADIAN SUPPLIES

One important firm of last manufacturers have had their own mill in Canada for some years to supply their needs. Other manufacturers expressed themselves as very desirous of obtaining supplies of blocks from Canada. But all stressed the importance and necessity of dealing with Canadian firms with experience. Several stated they had been approached by Canadian mills inexperienced in the trade with the request for full specifications of their requirements, but it was impossible to explain by letter, and that they had referred them to other manufacturers in Canada in their own province to learn their manufacture.

The writer has found some prejudice against Canadian supplies owing to former unsatisfactory shipments which were generally due to defective drying. But providing Canadian firms can compete as regards *quality*—and price—with American mills, they will always have the preference in the English market.

Under the Trade Inquiries section in this issue several requests for quotations from English last manufacturers are published, whilst a complete list of English last manufacturers may be obtained on application to the Department of Trade and Commerce (file No. T.C.-6-101).

CANADA PASSES ACT RESPECTING TRADE RELATIONS WITH AUSTRALIA

An Act designated "The Australian Trade Agreement Act, 1925," authorizing the Minister of Finance to enter into a reciprocal tariff arrangement with Australia, has passed the Canadian House of Commons and Senate, and was assented to on June 27. The concessions proposed to be granted by the respective Dominions to each other's goods are set forth in full in the measure. The principal provisions of the Act (sugar item in Schedule II abbreviated) are as follows:—

The Minister of Finance is authorized to enter into an agreement with the Government of the Commonwealth of Australia under which Australia shall grant to goods the produce or manufacture of Canada when imported into Australia the benefits of the reduced rates of duty set out in Schedule I to this Act, and Canada may in return therefor grant to goods the produce or manufacture of Australia when imported direct into Canada the benefits of the rates of customs duty set out in Schedule II to this Act.

After the said agreement is brought into force and so long as it remains in force, goods set out in Schedule II to this Act, the produce or manufacture of the Commonwealth of Australia, which are imported direct into Canada, shall be admitted to Canada at the rates of duties set out in the said schedule.

The tariff concessions authorized by this Act to be extended to goods the produce or manufacture of Australia shall be so extended on and after a day to be fixed by proclamation of the Governor in Council, which proclamation shall be published in the *Canada Gazette*.

Subject to the provisions of the Customs Tariff, 1907, the Governor in Council may, by Order in Council, extend the said advantages to goods the produce or manufacture of any British country.

The Governor in Council may make such orders and regulations as are deemed necessary to carry out the provisions and intent of this Act and of the said agreement and may, upon giving six months' notice to the Government of the Commonwealth of Australia of his intention so to do, order and direct that the tariff concessions extended to Australia by this Act, shall cease and determine, whereupon they shall cease and determine accordingly.

The operation of all laws inconsistent with the giving to the provisions of the said agreement and of this Act to their full effect shall from time to time be suspended to the extent of such inconsistency.

SCHEDULE I

(A) British Preferential Tariff Concessions by Australia to Canada

Australia will grant to the undermentioned goods, the produce or manufacture of Canada, when imported into Australia, the rates of duty for the time being applicable to goods to which the British Preferential Tariff in the Customs Tariff 1921-24 applies, viz:—

Austral- ian Tariff Item	Articles	British Preferential Tariff
51	Fish, viz.:— (B) Fresh, smoked or dried (but not salted), or preserved by cold process. (C) Preserved in tins or other airtight vessels including the weight of liquid contents. Per pound (D) Potted or concentrated, including extracts of and caviare. ad. val. (E) N.E.I. Per cwt. (F) Oysters, fresh, in the shell. Per cwt.	1d. 1d. 25 per cent 5s. 2s.
113	Gloves, (except of rubber), viz.:— (B) Gloves of textile. ad. val.	10 per cent.
169	Machinery, viz.: (A) Linotype, monotype, monoline, and other type composing machines, printing machines and presses; typewriters (including covers); machinery used exclusively for and in the actual process of electrotyping and stereotyping; aluminium rotary graining machines; adding and computing machines and all attachments. ad. val. (B) Cash registers. ad. val.	Free Free
334	Paper, viz.:— (C) (1) News printing, not glazed, mill-glazed or coated, in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent. Per ton (2) Printing, n.e.i., (glazed, unglazed, mill-glazed or coated) not ruled or printed in any way in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent. Per ton (3) Printing, n.e.i. ad. val. (F) Writing and typewriting paper (plain), not including duplicating. (1) In sheets not less than 16 x 13 inches. ad. val. Deferred duty. ad. val.	Free Free Free 15 per cent. 5 per cent. 20 per cent.

(B) Intermediate Tariff Concessions by Australia to Canada

Australia will grant to the undermentioned goods, the produce or manufacture of Canada, when imported into Australia, the rates of duty for the time being applicable to goods to which the intermediate tariff in the Customs Tariff 1921-24 applies, viz:—

Austral- ian Tariff Item	Articles	Intermediate Tariff
110	Apparel, articles of, viz.:—	
	(C) Corsets..... ad. val.	40 per cent.
152	(A) Iron and steel tubes or pipes (except riveted, cast, close jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes..... ad. val.	5 per cent.
	Deferred duty..... ad. val.	35 per cent.
328	Goloshes, rubber sand boots and shoes and plimsolls..... per pair.	1s. 9d.
	Or..... ad. val.	30 per cent.
359	Vehicle parts, viz.:—	
	(D) Parts of vehicles with self-contained power, propelled by petrol, steam, electricity, oil, or alcohol, n.e.i., whether incorporated in the complete vehicle or separate, viz., (4) Chassis, but not including rubber tires:—	
	(a) Unassembled..... ad. val.	7½ per cent.
	(b) Assembled..... ad. val.	10 per cent.
	(F) Vehicle parts, n.e.i., including undergear (inclusive of axles, springs and arms), axles, n.e.i., springs, hoods, wheels, n.e.i. and bodies, n.e.i..... ad. val.	50 per cent.

SCHEDULE II

Subject to the provisions of the Customs Tariff, 1907, there may be granted to the undermentioned goods the produce or manufacture of Australia when imported direct into Canada, the rates of customs duty hereinafter set out, viz:—

Tariff Item	Articles	Tariff Rate
7	Meats, fresh, n.o.p., per pound.....	½ cent
8	Canned meats, canned poultry and game; extracts of meats and fluid beef not medicated, and soups of all kinds.....	15 per cent
13	Lard, lard compound and similar substances; cottolene and animal stearine of all kinds, n.o.p.....	Free
14	Tallow.....	10 per cent
15	Beeswax.....	Free
16	Eggs.....	Free
17	Cheese.....	Free
18	Butter, per pound.....	1 cent
86	Tomatoes and other vegetables, including corn and baked beans, in cans or other air-tight packages, n.o.p., the weight of the cans or other packages to be included in the weight for duty.....	Free
87a	Onions in their natural state.....	Free
93	Apples, dried, desiccated or evaporated, and other dried, desiccated or evaporated fruits, n.o.p.....	10 per cent
97	Pears, quinces, apricots and nectarines, n.o.p., per one hundred pounds.....	25 cents
99c	Raisins and dried currants.....	Free
105	Fruits in air-tight cans, or other air-tight packages, n.o.p., the weight of the cans or other packages to be included in the weight for duty, per pound.....	½ cent
108	Honey in the comb or otherwise, and imitations thereof, per pound.....	1 cent
135	Sugar above number sixteen Dutch standard in colour when imported by a recognized sugar refiner, for refining purposes only, under regulations by the Minister of Customs and Excise; and sugar, n.o.p., not above number sixteen Dutch standard in colour, sugar drainings or pumpings drained in transit, melado or concentrated melado, tank bottoms, sugar concrete, and molasses testing over fifty-six degrees and not exceeding seventy-six degrees, when not exceeding seventy-six degrees of polarization, per one hundred pounds.....	35.00 cents
	and for each additional degree over seventy-six degrees up to ninety-eight degrees, per one hundred pounds.....	½ cent
	over ninety-eight degrees, per one hundred pounds.....	46.50 cents
232	Glue, liquid, powdered or sheet and mucilage, gelatine, casein, adhesive paste and isinglass.....	12½ per cent
264	Essential oils, n.o.p., including bay oil, otto of limes and peppermint oil.....	Free
781	Fruit pulp, not sweetened, when imported by manufacturers of jams or preserves for use only in their own factories in the manufacture of jams or preserves.....	Free
782	Eucalyptus oil.....	Free

Provided that the proportionate difference between the rates set out opposite the items above enumerated in this schedule and the general tariff rates under the said items respectively shall at no time be less than it is at the time when the said abovementioned rates come into force.

Provided further that any of the goods above enumerated in this schedule the produce or manufacture of Australia imported direct into Canada shall be entitled to the benefit of any reduction in duties or preference granted in respect of like goods imported from any British country.

UNITED KINGDOM TRADE CONDITIONS

TRADE COMMISSIONER HARRISON WATSON

London, June 15, 1925.—The progress of British trade and industry during the past month does not exhibit any feature of particular importance.

Upon the other hand, matters of direct interest to Canada and the Empire generally have been receiving the attention of the British Parliament.

In the first place, the Imperial Preference resolutions have been adopted. In addition to this, the introduction of a customs duty on imported lace and embroidery, following upon the adoption of import duties on silk and artificial silk, foreshadows important changes in the fiscal attitude of the country.

The duty on lace and embroidery is imposed under the new Safeguarding of Industries Regulations as a result of the recommendations made by the committee appointed by the Board of Trade to investigate the claim made by the Nottingham manufacturers. The duty imposed is $33\frac{1}{3}$ per cent ad valorem, to remain in force for a period of five years from July 1.

The electorate of the United Kingdom rejected, in the election of a year ago, the proposal to adopt a general tariff, and the present Government has publicly confirmed this, and moreover announced that no new import duties on foods will be introduced.

However, attempts to revive export trade to a degree which will keep British factories active and prosperous have been mainly unsuccessful. At the present time, what are designated as "unsheltered" industries—and include such leading British industries as shipbuilding, iron and steel, and coal—are suffering severely from foreign competition, which they claim is carried on under conditions which are unfair to them, and is the cause of the immense and distressing amount of unemployment which exists at the present time.

It was with the avowed object of endeavouring to find a remedy that the present Government brought into force the Safeguarding of Industries Regulations.

The reintroduction of the "McKenna duties"—the object of which is to secure revenue which is needed by the country by imposing an import tax on articles of luxury—taken together with the recent adoption of a customs duty on silk and artificial silk as being also articles of luxury, and statements which have been made in the course of debates in the House of Commons, point to the likelihood of the imposition of further import duties which fall under the two categories of safeguarding British industries and taxing luxury.

At the present time claims for safeguarding duties have been made by a number of other British industries, and committees appointed by the Board of Trade for that purpose are at the moment taking evidence in connection with gloves, gas mantles, and fertilizers, among other articles.

As the application of the manufacturers in each case is being strongly contested by importers, and the granting of safeguarding duties is hedged in with severe restrictions, it seems probable that a considerable proportion of the claims will fail.

Although the articles which have so far been the subject of inquiry do not play any part in Canadian export trade, the progress of the development must be of direct interest to Canadian manufacturers, if only that the British Government has declared its intention of according Imperial preference in cases where a safeguarding, or luxury, import duty is levied.

For the moment, a feature which is arousing attention is the rush of imports of those manufactured commodities upon which the McKenna duties will again be imposed from July 1 next. In this connection it seems interesting to reproduce the values of imports of these items in May, 1924, when the duties were suspended, and in April and May, 1925, in anticipation of their revival, as follows:—

	May, 1924	April, 1925	May, 1925
Clocks and parts	£ 21,517	£ 120,293	£ 249,411
Watches and parts	68,673	203,608	370,718
Kinema films	86,239	72,018	146,599
Musical instruments	41,664	179,980	243,329
Motor cars and parts	741,544	1,238,620	1,210,081
	<hr/> £959,637	<hr/> £1,814,519	<hr/> £2,220,138

Similarly, deliveries of silk and artificial silk during May exhibited a marked increase over previous months.

In the meantime there is no sign of any particular improvement in either business or industry. Indeed, the last month has witnessed an actual increase in unemployment. As regards foreign trade, the May figures disclose a small decrease in the value of imports, and a small increase in exports (both British and foreign and colonial). This is so far satisfactory, because it effects an amelioration in the heavy surplus of imports over exports which the country has experienced for the past few months.

The reduction in imports is, however, wholly due to a falling off under the category "Food, Drink, and Tobacco," and the receipts of manufactured goods are £2,000,000 higher than in April.

It is worth noting that the recent tendency for wholesale prices to recede was continued through May.

THE ITALIAN SITUATION

TRADE COMMISSIONER W. McL. CLARKE

Milan, June 12, 1925.—Italian industry in general continues active. At the end of March the total number of unemployed amounted to 142,552—a fourth of whom were agricultural workers—or just one-half of the total number out of work at the same time last year. A particular activity is noticeable in the cotton industry, and spinners and weavers are all working on full time and in some instances on double shifts. The demand for the finished fabrics is coming both from abroad and at home. The combing and carding sections of the woollen industry are well supplied with orders, while the finishing branches are kept busy, especially on export requirements. The boom in the artificial silk industry is being well maintained and there is no slackening in the number of orders coming in. With the additions now being made to existing plants, it is estimated that the combined output will soon reach 80 tons daily or some 20,000 tons per year. About three-quarters of this production will be destined for export as the Italian consumption is only between 4,000 and 5,000 tons a year. It is being recognized that in this policy of rapid development emphasis must be placed on finding and maintaining markets lest this industry economically should over-reach itself. The iron and steel industries are hard at work, and the importation of metallurgical material for the first three months of this

present year is well over that of the same period of 1924, especially in such products as iron ore, scrap and pig iron, and semi-manufactured iron and steel.

The net capital investments in all joint-stock companies for the first four months of 1925 amounted to 3,141 million lire.

MILAN SAMPLE FAIR

The business done this year at the Milan Sample Fair held during April amounted to two billion lire. The buildings now cover an area of 90,000 square metres, and there were approximately 5,000 exhibitors from twenty-eight different countries. Great Britain and South Africa each had its own permanent pavilion for the first time at this year's fair. Soviet-Russia also had its special housing accommodation.

FINANCE AND THE CURRENCY

Finance and the currency are to-day the leading economic problems of the country. In contrast with a decided increase latterly in Italy's commercial and industrial activity, and though the Treasury and budgetary situation has been this last year appreciably bettered, the lira has continued to decline and depreciated from 24.42 lire to the United States dollar at the 1st of May to 25.17 on the 30th of the same month. Commercial settlements, which have been long deferred, are now being met, and these payments, coupled with new purchases of wheat, cotton, coal, and other necessary foodstuffs and raw material, have had a depressing effect on the Italian currency. Nor is the speculative element altogether lacking on the exchange market. The Italian Treasury, in exchange for adequate guarantees, has just obtained a 50-million dollar bank credit from Messrs Morgan of New York, which is to be used, in the words of the Minister of Finance, "to control, in case of necessity, the fluctuations in the lira." It is the expressed hope of the Government to stabilize exchange rather than to cause an immediate appreciation of the lira, and this banking credit is a means toward that end.

THE UNFAVOURABLE TRADE BALANCE

It is indeed unfortunate that, despite so much industrial and commercial activity and despite an increasing export trade, the unfavourable trade balance keeps on growing apace. It is two and a half times higher for the first three months of the current year than during the same period of 1924. This increasing adverse trade balance is creating an awkward problem, although with the price level up 13 per cent in the past year, this tendency is not unnatural. The official discount bank rate, simultaneously with the announcement of the American banking credit, was raised from 6 to 6½ per cent. This is the second increase since March, and should be to some extent effective in checking the demand for credit and in causing a fall in the price level, thereby curtailing imports and encouraging exportation.

BALANCING THE BUDGET

The financial statement of the Minister of the Treasury which was made to Parliament on June 2 shows that by the end of the fiscal year this June the budget will have been balanced, whereas the deficit in 1922-23 was 3,029 million lire and in 1923-24 some 418 million lire. This equilibrium was attributed not only to greater revenue but to the brake which had been applied to expenditure and to the more satisfactory situation of the State Railways—whose deficit in 1921-22 amounted to 1½ billion lire—and the Post and Telegraph system, both of which may be expected to close the fiscal year with a slight margin of profit.

The national debt has been reduced by $5\frac{1}{2}$ billion lire this last year and a half, and on May 31 totalled approximately 91,800 million lire. The floating debt has also been proportionately reduced and is now 30.58 per cent of the total internal debt. The note circulation, which a few months ago was as high as 20,500 million lire, had been reduced to 19,441 million lire by May 20, some 304 million lire being retired during the first three weeks last month.

STOCK EXCHANGE SPECULATION

The Government decrees in March, the most important of which obliged the stock exchange brokers dealing in securities for forward delivery to deposit 25 per cent of their value at the time of contract, and which were aimed at controlling the heavy speculation on the stock exchanges, caused a stagnation in bourse operations and the price of securities dropped very appreciably. During this past month, however, there has been a general recovery and prices are either being maintained or are on the upward trend.

SUPERTAX

A supertax payable on income derived from all sources has been made effective this past month. It is levied at progressive rates, rising from 1 per cent on a taxable income of 3,000 lire to a maximum of 10 per cent on taxable incomes of 1,000,000 lire or more. The President of the Senate recently stated to the Second Chamber that taxation in Italy now absorbs 25 per cent of the national income.

BUSINESS FAILURES: COST OF LIVING

The number of business failures during the first three months of 1925 averaged 631 as compared with 607 and 474 for the same periods of 1924 and 1923 respectively.

The cost of living in Italy continues on an increasing scale and is 13 per cent higher than a year ago. The general index number of the Milan Chamber of Commerce for May is 619.36, the basis of 100 representing the cost of living in 1913. In May 1924 the index number was 546.55, while in December it was 593.39.

ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, June 11, 1925.—The economic situation in the Netherlands can perhaps best be described as "spotty," and although some industries are experiencing rather anxious times, generally speaking the outlook in Holland is bright. German competition has been impeding the progress of the Dutch coal mines, although the situation in this direction is changing with improvement in the Belgian and French markets for coal from the mines in the south of Holland. Dutch shipping companies are passing through a difficult period as a result of the low freight rates offering, and serious consideration is being given to proposals to lay up ships until the position improves. However, some Dutch shipping companies have been able to declare dividends as a result of their operations over 1924. Those enterprises whose success is based on the conditions of the world markets for the raw materials of the Dutch East Indies are in a happy position, especially if such enterprises are interested in rubber or tobacco.

The building trades commenced 1925 with ambitious programmes ahead of them, but the progress of several of these schemes is being retarded by a succession of strikes. At the end of 1924, of the 41,742 registered unemployed in the Netherlands, 22,500 or over half were men who desired employment in construction work. By the end of February the total had decreased to 37,290, and the number of unemployed building mechanics to 18,000, the decrease being

nearly all due to unemployed construction workers being absorbed into industry. By the end of March the numbers were still further reduced to respectively 33,600 and 15,600, and by May 9 the totals were still smaller—27,900 and 11,500.

Holland's hinterland, principally the populous districts of the Rhine provinces, has become more stable, financially and economically—a fact which permits more orderly merchandising and makes for steady buying and selling of those goods which pass through Rotterdam. Rotterdam can handle more cargoes than are at present offering without the pressure being noticeable, but while the traffic is not moving in starts and spurts as it formerly did, a good average movement is being maintained. Up till the end of May 5,393 ships of 7,892,544 tons had entered the New Waterway as compared with 4,488 ships of 6,481,170 tons during the first five months of last year. In one week of May 295 vessels entered Rotterdam.

Another indication of the stabilized condition of business generally is the decreasing number of bankruptcies occurring. Since the first of the year 1,725 firms have failed, against 1,830 failures in the first five months of 1924, and during the last week of May only 64 failures occurred as compared with 128 in the corresponding week last year.

FINANCE

Since business conditions are becoming more and more stable, less capital is required by the orderly way in which business is now being transacted. Fewer domestic bills are being presented to the Nederlandsche Bank for rediscount, and consequently money is becoming cheaper from the standpoint of the borrower. The rate for call loans is now as low as $2\frac{1}{2}$ to $2\frac{3}{4}$ per cent. Domestic notes discounted, according to the weekly report of the Nederlandsche Bank for June 8, amounted to 92,902,361 fl. as compared with 156,084,643 fl. a year ago. The quantity of foreign paper discounted has increased from 92 million guilders to 167 million guilders.

Sufficient funds have accumulated to warrant several conversion transactions being attempted recently, practically all of which were successfully carried out. Those Dutch industries which are experiencing a fair measure of prosperity are also taking advantage of the situation to secure capital for expansion. This is particularly true of Dutch East Indian companies and the home artificial silk industry. In the latter group is included one endeavour to sell stock to an amount exceeding 20 million guilders.

Since it was announced that the gold standard was to be adopted for external commerce, the bullion position of the Nederlandsche Bank has changed but little. Neither has the demand for currency fluctuated to any extent, the note circulation remaining below 900 million guilders as compared with nearly a billion a year ago.

The Dutch Minister of Finance recently stated that the Government would probably have to budget for a deficit on this year's account of about 10 million guilders. Tax receipts are to date lower than they were expected to be, while the postponement of the introduction of the new tariff act as well as the proposed luxury taxes have also affected the situation. The new tariff will go into effect on July 1, the day of the election of the members of the Second Chamber.

HOLLAND'S FOREIGN TRADE

The Dutch Central Bureau of Statistics announces that the value of imports during the month of April amounted to 194 million guilders as compared with 204 million guilders in March, 1925, and 190 million in April, 1924. The value of the exports in April amounted to 144 million guilders as compared with 146 million guilders in March and with 136 in April of last year.

For the first five months of the year the imports into Holland were valued at 805 million guilders, while the exports were valued at 567 million guilders. The comparable figures for 1924 were 739 million and 510 million.

NETHERLAND'S FLOUR AND GRAIN MARKET CONDITIONS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, June 4, 1925.—Towards the end of May the situation with respect to flour in Europe crystallized and the effect of an excessive milling capacity became acute in that export markets disappeared while home competition became very keen. Particularly was this situation true with respect to Holland and Germany, and its obvious effect on grain buying is now fairly general. Wheat and rye buying is now restricted to immediate needs, and there is a marked tendency to postpone forward buying until the new crop materializes sufficiently to permit more exact estimates of the future being made. Last week No. 2 western rye was being offered at 13.70 fl. without much business being done.

Corn remained firm during the last week of the month, since higher prices are expected with the arrival of the new crops. In this grain there was little future trading. Prices were: for La Plata, 272 fl.; African, 260 fl.; Bessarabian, 256 fl. The market for barley and oats was somewhat weaker as summer arrives and the demand for feed disappears. No. 4 Canada Western barley was offered at 259 fl. per 1,000 kg., and No. 3 Canada Western oats at 12.45 fl. per 100 kg.

The higher prices of grain at the end of the month of May caused the Dutch millers to increase the prices of their products about 50 Dutch cents per 100 kg. Only slight sales were possible at this higher level, since bakers are loth to increase prices at the present time. Some American flour "spot" and "expected shortly" were offered, but such offers met with little encouragement. The quotations for American flour for future delivery were also thought to be out of line with domestic offers. Domestic straights were offered at 22.25 fl. to 23 fl. and American patents at 24.25 fl. to 25.25 fl. per 100 kg.

INCREASED DEMAND FOR ASBESTOS IN JAPAN

TRADE COMMISSIONER A. E. BRYAN

Kobe, May 25, 1925.—While it is true that Canada already supplies Japan with two-thirds or more of its raw asbestos requirements, the official returns of this country show most of this asbestos as coming from the United States. This is due to the fact that the asbestos is usually bought by Japanese houses in New York from brokers there who act as agents for the Canadian mines.

RAW ASBESTOS

There is a normal demand in Japan for about 6,000 tons of asbestos a year. Ninety per cent of this would be so-called asbestos fibre for the manufacture of shingles, millboard, pipe coverings, etc. While by far the larger part used is of Canadian origin, there are periodical shipments to Japan from South Africa and China. It is also said that there are available supplies of quite good asbestos in Russia and Cyprus. In fact samples have already reached importers from both these countries. However, the two chief suppliers are Canada and Cape Colony (South Africa).

SOUTH AFRICAN ASBESTOS

The African asbestos is bought principally through the medium of London brokers. There are several kinds, which may be briefly described as follows:—

White asbestos, used for spinning, $\frac{1}{2}$ -inch to 1-inch long in fibre. It is lighter in weight than similar Canadian weaving stock, is much more open and fluffy, and there is no stone in it, as is sometimes the case with Canadian asbestos. The price varies between £30 and £45 per short ton. Only some 150 to 200 tons of spinning stock is used annually.

Grey asbestos, used for boiler coverings, has very long fibre (5 or 6 inches), and is very light in weight, although somewhat coarse. The fibre is not so strong as the white. The price runs about £25 to £30 c.i.f. Japan per ton.

Brown asbestos, used for pipe coverings and boiler covering. It is often mixed with powdered asbestos or cork, hair, etc. The fibre is very long and the price cheap (£20 to £21 per ton c.i.f. Japan).

Blue asbestos, used for making asbestos cloth and for packings, fibre $\frac{1}{2}$ inch to 3 inches long, is a good weaving asbestos. The Japanese Navy often specify this South African blue asbestos for the manufacture of pipe or boiler coverings for use in their ships. It is also employed for medical purposes, such as filtering, etc. Price is from £35 to £40 per ton c.i.f. Japan.

White and Grey Shingle Stock.—The low-priced South African fibre for making shingles is both white and grey in colour. It is said to be much lighter than the Canadian asbestos of this grade and is cheaper, the present price being £17 c.i.f. Japan.

CANADIAN ASBESTOS

There are not so many kinds of asbestos imported from Canada. On the whole, the Canadian product is of better quality but much more expensive. It is not so brittle as the South African product. Importers state that the Canadian asbestos is not so well cleaned as it ought to be. Often there are found pieces of stone on the edges of the asbestos, and it is therefore heavier and not so fluffy as the South African product, and figures out more in price.

The cost of Canadian crude asbestos being high, imports are practically all confined to what is called *Shingle Stock* (*Z fibre*, *S fibre*, *XX fibre*, etc.). Complaint is sometimes made that there is too much talc in the Canadian asbestos. It is generally imported in 100-pound bags packed loose so as not to destroy the fibre as would be the case if it were compressed into bales. One importer suggested that it would save them a little in the handling charges if Canadian asbestos was packed in 125-pound bags.

Canadian asbestos is much more accessible than any other; transportation, while expensive, can easily be arranged from Quebec province direct to Japan either overland via Vancouver or via the Panama. The through rate via Vancouver is \$28 per ton. A rate of \$23.50 can be obtained by shipping via the Panama route.

JAPAN'S REQUIREMENTS

The imports of asbestos fibre, crude, etc., for the last three years, and the part supplied by Canada, may be shown by the following figures:—

Total Imports of Asbestos into Japan, 1922 to 1924

	Total Imports into Japan		Imports from Canada	
	Tons	Yen	Tons	Yen
1922	3,663	725,032	2,026	372,634
1923	5,273	878,825	3,991	558,907
1924	7,263	1,220,614	5,053	739,610

As has been pointed out, 90 per cent of these imports would be fibre asbestos used for the manufacture of asbestos shingles, pipe coverings, etc. One large Japanese shingle manufacturer uses 3,000 tons of this fibre a year. The rest of the demand is divided up amongst another half dozen smaller consumers. Asbestos packing, millboard, rope, cloth and pipe, are all manufactured in Japan in a small way, but outside of shingles most asbestos products are imported from England and the United States.

ASBESTOS TEST

Japanese importers generally buy asbestos fibre on test. For instance test 0-0-11-5 is quite a familiar requirement.

The asbestos test box as used in Japan for testing asbestos is fixed with a set of three different sieves. The top sieve is of 2 mesh per inch, 11 s.w.g.; the second sieve of 4 mesh per inch, 17 s.w.g.; and the third sieve of 10 mesh per inch, 18 s.w.g. Under the third sieve there is a tray. The exposed area of sieves inside the frame or box is $23\frac{3}{4}$ inches by $13\frac{3}{4}$ inches. Sixteen ounces of asbestos are placed on the top sieve and then the sieves are put into motion. The eccentric stroke is $\frac{3}{4}$ inch each way and runs at 300 revolutions per minute. The test is made for the duration of two minutes. At the end of that period the asbestos placed in the top tray will be found distributed over the three sieves and the bottom tray, so that the test 0-0-11-5 would mean that there was no asbestos on the top sieve, no asbestos on the second sieve, 11 ounces in the third sieve, and 5 ounces in the bottom tray.

ASBESTOS MANUFACTURES

While in all Government works preference is generally given to home-manufactured asbestos goods, the imported article has shown considerable increase during the last three years: in 1922 amounting to 386 tons valued at 602,172 yen; in 1923 to 503 tons valued at 711,614 yen; and in 1924 to 581 tons valued at 870,098 yen.

There are no statistics available to show the countries of origin, but it is well known that no manufactured asbestos products have arrived from Canada to date.

IMPORT DUTY

The tariff on asbestos and manufactures thereof coming into Japan is as follows per picul (133 pounds): in lump, powder or fibre, free; yarn, yen 6; boards, yen 1.70; other, yen 10.30.

METHOD OF DOING BUSINESS

Raw asbestos is imported by various indent houses, most of whom have their own offices in the United States. There are several well-known brokers who import asbestos, transacting all business direct from their main office in Japan. Asbestos in the raw state is usually sold to small factories that are not accustomed to doing foreign trade themselves. The middlemen usually finance the consumers to the extent of from thirty to sixty days.

In the case of asbestos products, they are generally imported by large foreign or Japanese commission houses, and the names of certain foreign manufacturers are favourably known here.

A list of the Japanese firms importing asbestos, and the manufacturers of asbestos goods in Japan, is on file in the Department of Trade and Commerce, Ottawa, and may be obtained on application.

THE MARKET FOR PAPER IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, May 29, 1925.—The annual importations of all classes of paper into China probably average over 100,000 tons, at an estimated value of some \$12,000,000 (gold), but the percentage credited to Canada is somewhat negligible and is valued at from \$5,000 to \$10,000 per annum. Despite the disturbed economic conditions in China during 1924, when trade was to a great extent confined to outports such as Shanghai, Tientsin, Dairen, and Hankow, practically all classes of paper, with the exception of strawboard and M.G. cap, showed a definite increase, in some cases amounting to from 25 to 50 per cent. Under anything approaching normal conditions this market is certain to increase in

importance, and firms who secure a footing at the present time should undoubtedly share in its future expansion.

From inquiries reaching this office from interested shippers, the general impression seems to be that the supply of paper has been confined to one or two sources, such as Japan and the Scandinavian countries, but an analysis of the customs returns shows that practically every paper-producing country—with the exception of Canada—has secured a fair percentage of the trade. The percentages credited in the most recent returns to the several countries of supply are as follows: Japan, 33; Norway, 15; Hong Kong (the transshipping point for Europe and the Near East), 12; Sweden, 10; Great Britain, 8; United States, 8; Germany, 7; and Italy, 7. It should be noted that, with the exception of Japan, competition in this market is chiefly confined to Europe, and as all countries are on a similar customs basis, it is the writer's impression, confirmed by interviews with the trade, that Canadian exporters might with profit pay greater attention to the requirements of the China market. Japan, owing to geographical proximity, has of course an undoubted advantage, but a large proportion of her exports are confined to the lower grade of common printing paper, strawboard, and cigarette paper on bobbins.

The complete customs returns for 1924 covering the whole of China are not as yet available, but as Shanghai represents practically 60 per cent of the total importations into this country, the following table of imports into this port, as compared with those of 1923 and 1922, may be submitted:—

	Piculs	Piculs	Piculs
Cigarette, on bobbins	10,934	14,498	26,677
Enamelled.. . . .	18,610	35,368	72,385
M.G. Cap	64,982	119,788	108,440
Packing and wrapping	27,021	40,821	56,061
Printing, common (newsprint)	192,786	219,219	244,435
Printing (free of mechanical wood pulp)	65,017	92,606	140,854
Strawboard	27,256	32,788	27,888
Writing or foolscap	21,141	14,830	32,520

Note.—A picul equals 133½ pounds; 15 piculs to the short ton.

From the above figures it will be seen that the most important item of import is that of newsprint: due to the steady growth of the Chinese daily newspapers and the widespread use of advertising, hand bills and posters. Well-informed importers affirm that in this commodity Canadian mills should be competitive. The present sources of supply are Sweden, Norway, and Austria. Shipments are made in bales of fifteen reams each, each ream usually wrapped around with a band of coloured paper in the centre. The size of sheets is 31 inches by 43 inches; weight 37 pounds per ream of 500 sheets. The cost of freight from present sources averages about 57s. 6d. per ton of 2,240 pounds. The lowest selling price of this commodity since the beginning of 1924 has been £22 10s. per long ton c.i.f. Shanghai. The market has, however, been advancing steadily and buyers are at present indicating a price of £24 10s., but this figure has not been met by suppliers, and indications point to a further increase. Canadian mills interested in this market may secure further data in any particular line from the Trade Commissioner at Shanghai, who is in a position to place firms in contact with reputable importers in this territory.

RESTRICTION ON THE IMPORTATION OF FRESH FRUIT INTO ARGENTINA

A recent decree of the Argentine Government prohibits the importation of fresh fruit into Argentina from countries where fruit flies exist, and requires a sanitary certificate of origin, viséd by the Argentine Consul, to accompany shipments of fresh or dried fruits.

IMPORTATION OF POTATOES INTO ARGENTINA

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, June 4, 1925.—Argentina imported during 1924 841 tons of seed potatoes and 654 tons of potatoes for consumption. If Canadian producers are prepared to study the market carefully, send sample cases for experimental purposes, suffer initial disappointments and still keep at it, the writer believes that a share of the trade can eventually be directed to Canada.

The area planted for the 1924-25 crop in Argentina amounted to 291,108 acres with an estimated yield of 690,400 metric tons. This is far short of last year's crop, which amounted to 959,980 tons from 402,180 acres.

Although large quantities of potatoes are imported, there is an average annual export to neighbouring countries (principally Uruguay) of 30,000 tons. The importation of potatoes for consumption is said to be a very speculative business, and before undertaking any shipments Canadian exporters would require to have a thorough knowledge of all the details of the trade. As such knowledge can only be obtained from experience, the advice offered is that only seed potatoes should be attempted as a commencement.

Since 1919 France has monopolized the Argentine import market, last year (1924) supplying 93 per cent. The explanation for this is in a large way due to the careful attention paid to selection and packing. Inspection at Buenos Aires by the Argentine Customs officials to prevent the entry of diseased potatoes has been so strict that it has brought disaster to many foreign exporters, and to ensure that their potatoes commenced the journey in conformity with Argentine laws, the French shippers until recently employed in France an Argentine inspector. The result of this method was that from the commencement French exporters, with their "Early Rose," made a reputation which will be hard to encroach upon.

Individual potatoes should be small, weighing from 40 to 60 grammes, as they are planted whole in order to prevent the spread of disease. They must be packed in cases of 30 kilogrammes net, strong enough to protect the potatoes from any possibility of bruising. The cases or crates employed are 40 cm. by 20 cm. by 65 cm. with a partition in the centre, having the ends and two sides closed, while the two remaining sides are covered with boards which do not meet, leaving wide cracks sufficient to allow a good passage of air. Under no circumstances are potatoes to be shipped in bags or barrels.

Potatoes are planted in July and December. Therefore Canadian potatoes would require to arrive here for the December planting, as Northern potatoes planted in July have not given good results. The present c.i.f. Buenos Aires price is 30 francs per case of 30 kilogrammes net, but this quotation can only be taken as a basis, as prices are not constant.

If Canadian exporters wish to make an attempt to enter the market the Canadian Trade Commissioner suggests that a dozen sample crates be sent to him to be distributed to two or three seed merchants who have experimental farms and who are importers of potatoes, three or four railway experimental farms, and a few important farmers. The shippers would require to pay all expenses, including customs clearance and distribution costs at Buenos Aires.

Every consignment of potatoes must be accompanied by a "Sanitary Certificate of Health" and a "Sanitary Certificate of Origin," both viséd by an Argentine Consul, from whom full details can be obtained. The former is a "clean bill of health" of the potatoes prior to each shipment, and the latter is a "clean bill of health" for the district where the potatoes were grown. Notwithstanding these certificates, the shipments are inspected on arrival at Buenos Aires. Up to 10 per cent infection is allowed, the diseased portion being destroyed, but if more than 10 per cent of the shipment has been attacked the potatoes must be reshipped or destroyed. Entry will not be allowed to any consignment infected by parasites not found in Argentina.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 29, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 29, 1925. Those for the week ending June 22, 1925, are also given for the sake of comparison.

		Parity	Week Ending June 22, 1925	Week Ending June 29, 1925
Britain	£	1.00	\$4.86	\$4.85625
France	Fr.	1.	.193	.4665
Italy	Lire	1.	.193	.0375
Holland	Florin	1.	.402	.4011
Belgium	Fr.	1.	.193	.0463
Spain	Pes.	1.	.193	.1455
Portugal	Esc.	1.	1.08	.0509
Switzerland	Fr.	1.	.193	.1943
Germany	Reichs Mk.	1.	.238	.2380
Greece	Dr.	1.	.193	.0167
Norway	Kr.	1.	.268	.1706
Sweden	Kr.	1.	.268	.2676
Denmark	Kr.	1.	.268	.1928
Japan	Yen	1.	.498	.4100
India	R.	1.	2s.	.3662
United States	\$	1.	\$1.00	Par
Mexico	\$	1.	.498	.4935
Argentina	Pes.	1.	.424	.4025
Brazil	Mil.	1.	.324	.1112
Roumania	Lei	1.	.193	.....
Jamaico	£	1.	4.86	.....
British Guiana	\$	1.	1.	4.85½
Barbados	\$	1.	1.	.....
Trinidad	\$	1.	1.	.....
Dominica	\$	1.	1.	.....
St. Kitts	\$	1.	1.	.....
Grenada	\$	1.	1.	.....
St. Vincent	\$	1.	1.	.....
Tobago	\$	1.	1.	.....
Shanghai, China	Tael	1.	.708	.7800
Batavia, Java	Guilder	1.	.402	.4020
Singapore, Straits Settlements ..	\$	1.	.567	.5682

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

817. WHEAT FLOUR.—Commission agent in Belize, British Honduras, wishes to represent Canadian flour mill or dealer in wheat flour.

818. FLOUR.—A firm of millers in the Midlands of England desire to obtain quotations from Canadian exporters of flour.

819. CONDENSED MILK.—Merchant and brokerage house in Havana would like to get in touch with Canadian exporters of condensed milk, with a view to business in that territory.

820. EVAPORATED MILK.—A firm in Hamburg desire to act as agent for a Canadian firm exporting evaporated milk.

821. MILK POWDER.—A firm in Hamburg desire to act as agent for a Canadian firm exporting milk powder.

822. EGGS.—A Liverpool commission agent is interested in getting in touch with Canadian shippers for the coming season.

823. BUTTER AND CHEESE.—A South Wales firm are open to take agencies for Canadian exporters of butter and cheese in South Wales.

824. PRODUCE; CHOCOLATES; FRUIT.—A firm in Dublin wish to purchase as agents the following: cheese, bacon, hams, canned meats, fruits and fish, chocolates and other confectionery, dried and evaporated fruit.

825. CONCENTRATED APPLE JUICE.—A West of England house desires to hear from Canadian exporters of concentrated apple juice.

826. BACON AND HAMS.—A South Wales house is open to represent in that area a Canadian exporter of bacon and hams.

827. FISH.—A firm in Ymuiden (Holland) would like to get in touch with Canadian exporters of all kinds of fresh fish, including salmon; salted fish, cod, haddock, ling; all kinds of dried fish, dried cod; and also fishmeal.

828. CANNED LOBSTERS; FRUITS, ETC.—An importing and agency firm in Stockholm, who already represent other Canadian shippers, are desirous of securing the agency of Canadian packers of lobsters of the first quality. They are also prepared to handle, either on a buying or agency basis, other Canadian provisions and also fresh and dried fruits.

829. SALMON.—An Argentine importer wishes to receive quotations from salmon canners direct. C.i.f. prices and full details should be sent to the Canadian Trade Commissioner at Buenos Aires.

830. ROLLED OATS AND OATMEAL.—A firm in Cork wish to purchase on own account.

Miscellaneous

831. INSURANCE.—Agent in Jamaica invites correspondence from Canadian life, fire, and general insurance companies with a view to representation.

832. LIFE INSURANCE.—Commission agent in Port-au-Prince, Haiti, would like to represent a Canadian life insurance company in that republic.

833. GRAIN, FEEDING STUFFS, SEEDS, ETC.—A London company of grain brokers, who possess agents in the principal United Kingdom and Continental cities, are desirous of securing for the whole of Europe the representation of Canadian shippers of grain, feeding stuffs, seeds, and millers' offals.

834. HAY.—An old-established Liverpool firm would like to hear from any hay shippers who can supply No. 2 clover mixture. C.i.f. quotations necessary.

835. FISH MEAL.—Canadian firms who are in a position to ship fish meal to the United Kingdom are requested to communicate with the Department of Trade and Commerce (quoting file No. 20382).

836. CASEIN.—A firm in Hamburg desire to act as agent for a Canadian firm exporting lactic, unground and rennet casein.

837. HEAVY CHEMICALS.—A Leicester firm would be pleased to receive quotations from Canadian exporters of heavy chemicals suitable for the textile trade in the United Kingdom.

838. CHEMICALS.—An import firm in Tokyo, who handle the undermentioned articles, desire to get in touch with Canadian firms interested in same: chemicals of all kinds; chemical test apparatus and machinery; chemical apparatus for industrial use and surgical purposes; microscopic test chemicals; refined minerals and metals relating to chemical tests.

839. FOXES.—A firm in Chemnitz, Germany, seek direct connections with Canadian exporters of blue and silver foxes.

840. MEN'S AND BOYS' CLOTHING.—Commission agent in Belize, British Honduras, invites correspondence from Canadian exporters of men's and boys' cotton underwear and bathing suits, with a view to representation.

841. HOSIERY.—A firm of Leicester hosiery factors desire to hear from Canadian manufacturers of hosiery with a view to possible representation.

842. UNDERWEAR.—Factors in Leicester request Canadian manufacturers or exporters of fleecy lined underwear to communicate. Possible representation in view.

843. TEXTILES.—Chilian manufacturers' agent wishes to receive samples and prices from Canadian manufacturers of textiles.

844. CIGAR TOBACCO.—An English leaf tobacco importer desires quotations for Canadian-grown tobaccos suitable for cigar purposes, including fillers, cuttings, and also unstemmed binders and fillers.

845. TOBACCO LEAF.—An English tobacco importer desires quotations for Canadian Kentucky and Canadian Burley tobacco, in both leaf and strips.

846. SOLE LEATHER.—Reliable Jamaican broker wishes to get in touch with Canadian exporters of oak-tanned sole leather, with a view to direct purchase.

847. LEATHER, UPPER AND SOLE.—A firm of Leicester merchants desire quotations on Canadian upper and sole leathers.

848. LEATHER.—A Northampton wholesale leather firm desire quotations from Canadian exporters of upper leathers, and also to represent a Canadian house.

849. LEATHER.—A firm in Leicester will consider quotations submitted by Canadian manufacturers and exporters of leather.

850. LEATHER.—Factors and importers in Northampton are open to receive quotations on all kinds of upper and bottom leather.

851. LEATHER.—A Leicester leather factor and importer is open to receive quotations on sole and upper leathers, leather pieces, etc.

852. LEATHER.—A Leicester house of factors are in the market for good-quality Canadian waxed splits, chrome patent, and chrome box sides.

853. LEATHER.—A Kettering firm desire to hear from Canadian exporters of leathers for boot trade: sole, upper, root counters, bellies, heads, shanks, etc.

854. PAPER; CORDAGE.—A Dublin agent wishes to purchase kraft, tissues, box boards, stationery, greaseproof, printings; twine and ropes.

855. "MAKING" LASTS.—A Northampton firm of shoe last manufacturers desire quotations in carload lots for rock maple last blocks, rough turned, kiln dried.

856. "FILLER" LAST BLOCKS.—A Northampton last block manufacturer desires quotations for rough-turned basswood or other white wood blocks. Quotations to be f.o.b. Canadian seaboard in Canadian currency.

857. "MAKING" LAST BLOCKS.—A firm in Leicester manufacturing lasts for boots and shoes will consider Canadian quotations on "making" last blocks of rock maple, kiln dried. Quotations on carload lots f.o.b. and in Canadian currency.

858. "FILLER" LAST BLOCKS.—A Northampton last manufacturer desires quotations on carlots of kiln-dried "filler" last blocks, rough turned, and of basswood or other whitewood, f.o.b. Canadian seaboard, in Canadian currency.

859. "MAKING" LAST BLOCKS.—Quotations f.o.b. Canadian seaboard, in Canadian currency, are desired on carload lots of air-dried rock maple blocks, rough turned, for "making" lasts, by manufacturer in Northampton.

860. SPRUCE.—Cork import and export agent desires to get in touch with Canadian shipper of spruce.

861. ICE CREAM FREEZERS.—A Birmingham firm of manufacturers and wholesalers desire quotations for Canadian-manufactured ice cream freezers, c.i.f. United Kingdom port, in sterling.

862. METALS AND MINERALS.—The Rotterdam representative of large German importers desires to get in touch with Canadian exporters of nickel oxide, nickel shot, nickel ingots, copper and other ores, brass scrap, etc.

863. ORES.—A firm in Berlin, Germany, are desirous of getting in direct touch with Canadian exporters of metal ores of all kinds.

864. SAWS.—An Argentine importer wishes to represent Canadian manufacturer of saws for cutting logs, circular, plain and with false teeth, and band saws. Samples, prices, and full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, July 11; Antonia, July 18; Ausonia, Aug. 1—all Cunard Line.

To LIVERPOOL.—Montrose, Canadian Pacific, July 10; Corrientes, July 10; Gracia, July 17—both Cunard Line; Canada, July 11; Doric, July 18; Megantic, July 25; Regina, Aug. 1—all White Star-Dominion; Aurania, July 24; Alaunia, Aug. 7—both Anchor-Donaldson.

To LONDON.—Bothwell, July 10; Bolingbroke, July 18; Brandon, July 25; Bosworth, Aug. 1—all Canadian Pacific; Ascania, July 11; Antonia, July 18; Verbania, July 25—all Cunard Line; Canadian Raider, July 14; Canadian Rancher, July 24; Canadian Aviator, Aug. 3—all C.G.M.M.; Comino, July 11; Ariano, July 25—both Furness, Withy.

To AVONMOUTH.—Welshman, July 11; Colonial, July 18; Oxonian, July 25; Turco-man, Aug. 1—all White Star-Dominion; Parthenia, July 11; Concordia, July 25—both Anchor-Donaldson.

To SOUTHAMPTON.—Melita, Canadian Pacific, July 15.

To NEWCASTLE AND LEITH.—Cairnvalona, July 10; Cairnavon, July 17; Cairnross, July 24—all Thomson Line.

To MANCHESTER.—Manchester Producer, July 9; Manchester Importer, July 16; Manchester Division, July 23—all Manchester Liners.

To HULL.—Comino, July 11; Ariano, July 25—both Furness, Withy.

To CARDIFF AND SWANSEA.—Canadian Leader, July 17; Canadian Commander, July 31—both C.G.M.M.

To GLASGOW.—Metagama, Canadian Pacific, July 14; Saturnia, July 10; Athenia, July 17; Letitia, July 31; Saturnia, Aug. 7—all Anchor-Donaldson.
 To BELFAST.—Carrigan Head, Head Line, July 26.
 To DUBLIN.—Lord Downshire, July 8; Carrigan Head, July 26—both Head Line.
 To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn, Canadian Pacific, July 21.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, July 14; Canadian Otter, July 28—both C.G.M.M.
 To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Forester, July 8; Canadian Fisher, July 29—both C.G.M.M.
 To ST. JOHN'S, NFLD.—Ceuta, Canada SS. Line, July 13; Canadian Sapper, C.G.M.M., July 24.
 To ANTWERP.—Canadian Raider, July 14; Canadian Rancher, July 24; Canadian Aviator, Aug. 3—all C.G.M.M., Melita, Canadian Pacific, July 15.
 To ROTTERDAM.—Porsanger, Intercontinental Transports, July 25.
 To HAMBURG.—Grey County, July 11; Hada, July 30—both Intercontinental Transports.
 To HAVRE.—Laval County, Intercontinental Transports, July 17.
 To GENOA AND NAPLES.—Vallescura, Lloyd Meditteraneo's Italian Service, July 12.
 To AUSTRALIAN PORTS.—Canadian Spinner, C.G.M.M., July 31.
 To SOUTH AFRICAN PORTS.—Calumet, Elder Dempster, July 15.
 To NEW ZEALAND PORTS.—Sally Maersk, New Zealand SS., July 20; Canadian Traveller, C.G.M.M., July 25.
 To COPENHAGEN AND BALTIC PORTS.—Maine, Scandinavian-American Line, July 25.
 To YOKOHAMA AND SHANGHAI (via VANCOUVER).—Canadian Importer, C.G.M.M., July 15.

From Quebec

To LIVERPOOL.—Montroyal, Canadian Pacific, July 17; Canada, July 11; Doric, July 18; Megantic, July 25; Regina, Aug. 1—all White Star-Dominion Line.
 To SOUTHAMPTON.—Empress of Scotland, July 8; Empress of France, July 22—both Canadian Pacific.
 To AVONMOUTH.—Welshman, July 11; Colonian, July 18; Oxonian, July 25; Turcoman, Aug. 1—all White Star-Dominion.
 To GLASGOW.—Montnairn, Canadian Pacific, July 30.
 To HAMBURG.—Empress of Scotland, July 8; Empress of France, July 22—both Canadian Pacific.

From Halifax

To LIVERPOOL.—Newfoundland, July 11; Sachem, July 22; Digby, Aug. 5—all Furness, Withy.
 To ST. JOHN'S, NFLD.—Newfoundland, July 11; Sachem, July 22; Digby, Aug. 5—all Furness, Withy.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, July 17; Chignecto, July 31—both R.M.S.P. Co.
 To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, July 22.

From Vancouver

To YOKOHAMA AND SHANGHAI.—Canadian Trooper, C.G.M.M., July 9.
 To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel, July 16.
 To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Australia, July 9; Empress of Asia, July 23; Empress of Canada, Aug. 6—all Canadian Pacific.
 To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Africa Maru, Osaka Shosen Kaisha, July 28.
 To LONDON.—Noorderdyk, R.M.S.P. Co., late July; Canadian Pioneer, C.G.M.M., July 30.
 To LIVERPOOL.—Noorderdyk, R.M.S.P. Co., late July.
 To MANCHESTER.—London Corporation, Furness (Pacific), July 15.
 To WEST COAST UNITED KINGDOM PORTS.—Canadian Freighter, C.G.M.M., July 25.
 To BORDEAUX, HAVRE AND ANTWERP.—Notre Dame de Fourviere, July 14; Alaska, July 17; Iowa, Aug. 5—all Cie. Gle. Transatlantique (French Line).
 To ROTTERDAM.—Noorderdyk, R.M.S.P. Co., late July.
 To ANTWERP.—Noorderdyk, R.M.S.P. Co., late July; Canadian Pioneer, C.G.M.M., July 30.
 To MELBOURNE AND SYDNEY.—Canadian Voyageur, C.G.M.M., July 15.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Royal Mail Line, July 29.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
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Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

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Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
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Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
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The following is an abbreviated list of publications of the Bureau of Statistics.

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Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

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Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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SITKA SPRUCE MARKET CONDITIONS IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, June 23, 1925.—The present report is compiled from a memorandum kindly supplied by Mr. Loren L. Brown, the British Columbia Timber Commissioner in London, embodying the results of an investigation which he was known to have recently conducted, supplemented by inquiries made by the Trade Commissioners in their respective territories about particular features in the trade.

PRINCIPAL USES

The outstanding demand for Sitka spruce in the United Kingdom is in connection with the manufacture of aeroplane parts, such as wing beams, struts, etc.

The wood is, however, suitable for a number of other purposes, although its use in most of these instances has, as far as the United Kingdom is concerned, been somewhat limited up to the present. Such uses include bulkheads in ship-building, sounding boards for pianos, joinery, ladders, kitchen furniture, motor bus body construction, etc. In practically all these latter forms, however, Sitka spruce comes into competition with alternative timbers which are in good supply in Great Britain at cheap prices.

For aeroplanes, Sitka spruce is imported in two grades: "Selected Aeroplane Grade" and what is known as "No. 2 Clear and Better," in which a variable percentage of aeroplane quality is included. Small quantities of "Merchantable" grade are also imported for joinery purposes.

AEROPLANE CONSTRUCTION

As regards the two first-named grades, the price realizable depends largely upon the percentage of aero quality contained in the particular consignment.

Manufacturers usually demand edge-grained timber 3 inches and thicker, and 6 inches and wider, and the system of inspection employed to assure the timber being in accordance with the British engineering standard specification, and also the requirements of the Air Ministry, are so rigid that the quantity of timber in any one consignment which is finally selected is frequently only a small proportion of the whole.

Relative to this feature, it is advantageous to reproduce the following report made by the Bristol Trade Commissioner, as a result of a visit paid to one of the largest aeroplane factories in the West of England.

"The numerous selections and rigid rejections prior to actual use in aeroplane construction are of interest. The first grading is on the Pacific slope, where it receives a No. 2 Clear or Better selection. On arrival at United Kingdom seaport it is hand picked by the timber specialist of the aeroplane company and approximately 70 per cent rejected as unsuitable.

"On arrival at the works and upon first cutting prior to going into process a further 50 per cent of the hand-picked material is found unsuitable, and this 'bastard' variety must be discarded. My recent visit to the works revealed huge quantities of these rejects. A half-million dollar stock of timber is in storage at all times.

"Upon going into process the smallest pin knot, brown mark or vein, or spiral grain, is sufficient to reject longeron stock, and here again the most rigid inspection is made by skilled men.

"After being machined the material is again inspected before passing into store, where it is again subjected to inspection by authorized Government inspector. Some idea of the necessary workmanship can be obtained from the fact that the material is finished within $\frac{1}{128}$ of an inch.

"For inspection purposes the works maintain forty inspectors on their staff, whilst the Government maintain a dozen inspectors of their own. Thus by the time the parts are finished the rejects are colossal, and only an inspection of an aeroplane works can reveal the absurdly small percentage that eventually is used."

In view of the importance of aeroplane requirements to Canadian producers and shippers of Sitka spruce, it is thought necessary to reproduce, in the form of an appendix to this report, the standard specifications for aircraft material prescribed by the British Engineering Standards Association.

UNSATISFACTORY PREPARATION AND GRADING

It is undoubtedly largely due to these rigid requirements that reports come from several centres that numerous cases of unsatisfactory transactions have been experienced, entailing, in some instances, considerable loss.

While certain of these difficulties might be overcome by closer co-operation between buyer and seller, in so far that this would result in the buyer absorbing a fair proportion of smaller sizes, there are other obstacles which can only be dealt with by the producer.

The chief causes of complaint are staining, which is due to insufficient drying before shipment, and incorrect and careless cutting and grading.

In order to obviate the first defect, it is necessary that spruce should be handled more carefully than any other Pacific Coast wood. If piled in large cants it should be well stuck, and it should not be shipped green. It is understood that many buyers stipulate at least sixty days' drying before shipment, but others regard this as probably too short a period.

In the meantime it is important to note that the troubles due to staining, grading, etc., encountered by the Air Ministry and aeroplane manufacturers are helping to hasten the day of the all-metal plane.

For this reason it is very much in the interests of Sitka spruce that an attempt should be made to cope with these difficulties, and Mr. Brown suggests that the problem of staining and decay particularly presents a promising field for experimentation as to the efficiency of certain soda or other solutions to render the wood free from attack by fungi. If lumbermen and the research laboratories were to co-operate in this endeavour, a simple remedy might be discovered which would remove the present liability to heavy losses.

PRICES

As has already been mentioned, the prices obtainable for Sitka spruce fluctuate greatly. At the moment £45 per standard c.i.f. represents an average figure for No. 2 Clear and Better, but the best grade of Selected Aero is quoted at £100, and even higher. Upon the other hand, Merchantable quality, which competes with many other timbers, is worth about £18 per standard.

The bulk of the Sitka spruce which reaches the United Kingdom comes from the United States, where the wood is produced to a much greater extent than in Canada, and which position also tends to make American quotations lower than Canadian.

USES OF SITKA SPRUCE APART FROM AEROPLANE MANUFACTURING

Shipbuilding.—The demand for Sitka spruce for shipbuilding is stated to be principally in Scotland, and the Glasgow Trade Commissioner reports that while one shipbuilding firm at least has used about 200 standards for general ships' joinery work during the last four years, with apparently satisfactory results, the profound depression which has prevailed for the last few years in the industry has gravely restricted the demand for Sitka spruce which might otherwise have been developed.

In this connection it is suggested that there appears no reason why Sitka spruce should not be extensively used for bulkheading, provided it is properly seasoned, but it is recommended as advantageous that some of the wood supplied should be seasoned in joinery work sizes, as in the case of California Redwood (*Sequoia*), instead of in thick planks. Sizes indicated in connection with ships' joinery are:—

For Cabin Bulkheading Lining.—Lengths, 7 feet 8 inches and 8 feet 6 inches; widths, 6 inches or 7 inches; thickness, $1\frac{1}{4}$ inch.

For Cabin Skin Lining.—Same lengths and widths, $\frac{3}{4}$ inch thick.

For Framing, Stiles, Door Stiles, etc.—Lengths, 7 feet 6 inches and 8 feet; widths, $3\frac{1}{2}$ inches, 4 inches, and $4\frac{1}{2}$ inches; thickness, $1\frac{1}{8}$ inches.

Shipbuilders express the opinion that the relatively high cost of Sitka spruce militates against its wider application in the construction of ships. Other, and cheaper, pines are stated to be equally durable and to give quite as good a finish when enamelled or painted. In first-class vessels, however, where the finest work is absolutely necessary, British Columbia Sitka spruce has been fitted with successful results.

Piano Sounding Boards.—An important possibility for Sitka spruce is its increased adoption for the manufacture of piano sounding boards, in which case it is necessary to manufacture from edge grain clear timber of uniformly slow growth. For this purpose, however, Sitka spruce is subject to severe competition by Roumanian spruce, which has long been favoured by British manufacturers of pianos. Sizes used are 1 by 4 inches, 1 by 5 inches, and 1 by 6 inches, length 6 inches to 14 inches.

Oars.—Another use for the wood is for the manufacture of oars for light boats, and it is understood that it is utilized by the Admiralty to some extent for this object. Otherwise, the majority of the oars imported into the United Kingdom are made from American ash.

In conclusion, it seems impossible to ascertain the quantity of Sitka spruce which is imported into the United Kingdom, as no official figures are published. It is certain, however, that apart from special intrinsic advantages which Sitka spruce offers in the production of aeroplanes, the price at which the wood can be laid down must be a determining factor in its adoption for other purposes indicated, in competition with equally suitable timbers which come from other countries.

Appendix A

BRITISH ENGINEERING STANDARDS ASSOCIATION: BRITISH STANDARD SPECIFICATION
FOR AIRCRAFT MATERIAL

Sitka (Silver) Spruce

V.21, November, 1921.

This specification refers only to the supply of Silver Spruce by the timber merchant to the aircraft constructor.

NOTE.—The use of this specification should increase the probability of the material proving satisfactory for aircraft construction, but it is not to be assumed that material which passes this specification will be acceptable when made up into finished parts. The wood when prepared for use by the aircraft constructor will require to comply with the British Standard Specification 3 V.1.

(1) *Quality.*—(a) The timber shall be of the best description obtainable of Silver Spruce (*Picea stichensis*, Carr). (b) The timber shall be slow grown and preferably rift-sawn, clean, straight grained, free from dote, deleterious shakes, knots and resin pockets, and cut parallel to the grain.

2. *Selection.*—The material shall be selected piece by piece by the purchaser's inspector, whose decision shall be final.

3. *Marking.*—All material passed by the purchaser's inspector shall be marked as he may direct with a stamp bearing his identification mark.

4. *Facilities for Inspection and Testing.*—(a) The purchaser's inspector shall have reasonable access to the works of the contractor while and where the timber is stored, so far as it is necessary to ensure that the terms of this specification are being complied with and shall be at liberty to reject any material that does not conform to the terms of this specification. (b) All inspection shall be so conducted as not to interfere unnecessarily with the operation of the works. (c) In the event of a rejection of goods by the purchaser's inspector whereby the timber merchants may consider themselves aggrieved, a resurvey of the goods by two independent persons, to be agreed upon by the parties to the contract, or their umpire, will be allowed if, before the goods have been removed, the timber merchant shall, in writing, apply for a resurvey, and pending such arbitration the goods shall not be removed.

5. *Delivery of Material.*—(a) The contractor shall not despatch material from his works until directed by the purchaser. (b) The timber shall be at the timber merchant's risk until actually delivered.

This specification was adopted by the Sectional Aircraft Committee on the 21st October, 1921, and approved on behalf of the Main Committee on the 5th November, 1921.

Appendix B

BRITISH ENGINEERING STANDARDS ASSOCIATION: BRITISH STANDARD SPECIFICATION
FOR AIRCRAFT MATERIAL

Sitka (Silver) Spruce

3 V.1, November, 1921.

1. *Quality.*—The timber shall have been purchased in accordance with British Standard Specification V.21.

2. *Weight per Cubic Foot.*—The weight per cubic foot of the timber shall not be less than 25 pounds when it contains 15 per cent of moisture, calculated on the weight of the dry wood. (See Appendix I.)

3. *Seasoning*.—The timber shall be thoroughly seasoned, naturally if possible, but, if not, may be conditioned after cutting into overhead sizes. The conditioning is to be carried out at a temperature not exceeding 85° F. (29° C.), under systematic approved inspection. The moisture at the end of the process is to be between 14 and 17 per cent, calculated on the weight of the dry wood in the manner described in Appendix I.

4. *Freedom from Defects*.—The timber is to be clean, straight grained, free from dote, deleterious shakes, knots and resin pockets. It is to be cut parallel to the grain (as determined by the splitting test specified in clause 5). No deviation of more than one in twenty from parallelism shall be permitted.

5. *Mechanical Tests*.—(a) *Selection of Test Pieces*.—Samples shall be cut by the contractor from the seasoned timber from positions indicated by the authorized inspector. A number of test pieces shall be prepared from these samples for the following tests, which shall be carried out in the presence of the authorized inspector and to his satisfaction.

(b) *Compression Test*.—A test piece of the size and shape shown in Fig. 1 (or alternatively cut one inch square and two inches long) shall be prepared and tested in the manner described in Appendix II and shall have an ultimate strength not less than the values shown in the following table depending on the moisture in the test piece:—

Percentage Moisture Content of Sample	Minimum Ultimate Strength Lbs. per Sq. Inch
15	4,500
16	4,270
17	4,040

The load shall be applied at a rate between 3,000 and 6,000 per minute.

(c) *Splitting Test*.—Short samples, say four to six inches long, shall be split in two planes, one tangential and one radial. The split faces will show the true direction of the grain, which shall not be inclined to the length of the plank by more than 1 in 20.

(d) *Brittleness Test*.—A notched test piece of the dimensions shown in Figs. 4 or 5, when broken in an impact testing machine of the type illustrated in Figs. 2 and 3, shall not absorb less than 6-foot pounds. The sides of the test piece shall be cut radially and tangentially and the blow shall be applied in the tangential direction.

NOTE.—When a suitable testing machine is not available the test piece shall be broken by a blow with a hammer. The fracture shall show a satisfactory amount of fibrous splinter.

GENERAL CLAUSES

The following conditions and regulations shall be observed in the inspection of all material supplied to this specification. The term "material" includes components, accessories and parts for aircraft and aircraft engines.

6. *Authorized Inspector*.—For the purposes of this specification the authorized inspector is defined as follows:—

(a) For all Air Ministry contracts the authorized inspector shall be the Director of Aircraft Inspection.

(b) For "Type" civil aircraft the authorized inspector shall be the Director of Aircraft Inspection.

(c) For "Subsequent" civil aircraft the authorized inspector may be an employee of the firm manufacturing the material, provided such firm is approved by the Director of Aircraft Inspection in accordance with the requirements of the Air Navigation Acts, or the regulations and directions thereunder. When the firm is not so approved the authorized inspector shall be the Director of Aircraft Inspection, or an inspecting body approved by him and accepted by the manufacturer.

7. *Marking Accepted Material*.—All material passed by the authorized inspector shall be marked with a stamp bearing the specification number and the identification mark of the authorized inspector.

8. *Marking Rejected Material*.—Rejected material shall be suitably marked for identification or otherwise dealt with in a manner approved by the authorized inspector, which will not, unless otherwise specified, render it unsaleable for other purposes, and shall not be tendered again to this specification without written information being given to the authorized inspector regarding the previous rejection.

9. *Supply of Previously Rejected Material*.—The contractor shall not supply any material for use in aircraft which has been previously rejected for any purpose by any Government department or authorized inspector of aircraft material without giving written information to the authorized inspector regarding the previous rejection.

(Paragraphs 10, 11, 12 and 13 have been omitted and Appendices No. I and No. II.)

(3 V.1, November, 1921, cancels Air Board Specification 2 V.1.)

CANADIAN BUTTER IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, June 19, 1925.—Although the amount of Canadian butter that reaches the British markets is of small importance in comparison with imports from many other countries, the first five months of 1925 record a striking advance. In 1923 the imports in this period amounted in value to £2,522; in 1924, to £805; and in 1925, to £51,252. For the whole year 1924 the Dominion occupied seventh place among countries supplying Great Britain with butter, the values being £18,000,000 from Denmark, £10,000,000 from New Zealand, £4,425,000 from Argentina, £4,111,000 from the Irish Free State, £4,400,000 from Australia, £1,297,000 from Finland, and £1,269,000 from Canada.

The market at the above date holds very firm, with demand continuing steady. Values have advanced. During the past three weeks very hot weather has been experienced in this country, and the possibility of a drought both here and on the Continent may be influencing the market. If the hot weather continues another week or two, values seem certain to advance still further, but if rain comes, it is the opinion of one important firm that prices will at once recede.

Spot prices for Australian butter at date of writing in the Glasgow market are 170s. to 180s. per cwt. (112 pounds); New Zealand, 180s. to 182s.; Irish creamery, 176s. to 180s. Canadian butter is offered at 178s. c.i.f., equivalent to 180s. 6d. on the spot, which is too high to attract business.

Irish creamery butter is highly favoured in the Scottish market, but supplies are likely to be 50 per cent under normal, it is reported in one quarter, partly on account of milk not being up to standard, and because larger quantities of cream than usual are going to the London market. The outlook at present for Canadian butter is good if quality is maintained at a high level and prices are not forced beyond what the market will pay. It should not be forgotten that the demand falls off when prices advance beyond what is considered here to be a reasonable level, and great numbers of people fall back on margarine, excellent in quality, which always has a very large sale, and which increases with every advance in butter prices. Every advance in price therefore creates a falling off in demand, with a subsequent fall in price unless supplies are short.

SCOTTISH SUGAR TRADE

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, June 22, 1925.—Canadian sugar is well liked in the Glasgow market. In fact, the writer has been informed that the dealers prefer it to American refined as it suits the trade better. One prominent importer has said that if a quantity of United States sugar is arriving in Glasgow at the same time as a similar quantity of Canadian, the dealers will always prefer the latter, although not at a higher price.

Canadian sugar is reaching the Glasgow market in large quantities this year, and the imports appear to be increasing. During the past three years, with the rapidly increasing imports into Great Britain of Continental refined sugars, the imports from both the United States and Canada had been falling off, especially from the former country. In the case of the Dominion, the imports fell in value from £1,735,000 in 1922 to £966,000 in 1923, and to £713,000 in 1924. But during the first five months of this year £709,000 worth was imported, which was just twice as much as in the same period in 1923, and nearly twice as much as in the same period of 1924, and practically the same amount as in the whole of 1924. The imports from the United States during the first five months of 1925 were valued at £432,000, or about

60 per cent of the value imported from the Dominion, as compared with £776,000 in the same period in 1924 and £1,782,000 in 1923. In the five months of this year there has also been a falling off in imports as compared with 1924 from the Netherlands, Belgium and Czecho-Slovakia. Imports from Germany during the same period of 1925 increased from almost nothing to £112,000.

At the moment only three of the five Greenock refineries are working. One of the two lying idle has been bought by one of the other operating companies, and will be melting again in July. The other idle plant is making arrangements to start in October to refine beet sugar. The beets are being grown in Ayrshire and other areas on about 1,500 acres, already contracted for. This refinery is equipped for refining both beet and cane sugar, and can switch readily from one to the other. The company, which has recently been floated to take over the property referred to, is to make such additions to the existing plant and equipment as will render it capable of treating 500 tons of beets per day, and has been formed with the particular object of taking advantage of the favourable terms ensured by the Government subsidy payable for ten years on sugar and molasses made in this country from home-grown beet. The subsidy under the Act on white sugar will be at the rates of 19s. 6d. per hundredweight during the first four years; 13s. per hundredweight during the next three years; and 6s. 6d. per hundredweight during the last three years. During the first nine years the average rate of subsidy, together with the difference, in favour of the home producer, between the Customs and Excise duties on sugar, gives an advantage to the home producer over foreign sugar imported into this country of £14 18s. 4d. per ton of white sugar. There are now three factories in England, and their production in 1924-25 was approximately 23,000 tons of sugar. Since the announcement of the Government subsidy proposals, in July, 1924, arrangements have been made for the erection of a further six factories in England in readiness for the season 1925-26, and it is stated that still more will be built for the following season.

NOTES ON SCRAP METAL MARKET IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, June 25, 1925.—A report was published in *Commercial Intelligence Journal* No. 1115 (June 13, 1925), on the "Market for Scrap Metals in the North of England". Investigations since made have brought out further particulars, which may be of interest to Canadian firms handling non-ferrous metal scrap.

The United States scrap brass coming to this market is chiefly of the "heavy yellow" grade, as distinct from clean rolled material. The value of this particular scrap depends entirely on the sorting, but average prices are in the neighbourhood of £40 per long ton c.i.f. United Kingdom port. Well-sorted scrap is worth slightly more.

There are several varieties of tubing in demand. Brass condenser tubes are wanted in sizes from $\frac{1}{2}$ - to $\frac{3}{4}$ -inch in diameter and not less than 8 feet in length. These tubes must have thick walls, making them suitable for re-drawing. Average prices for brass condenser tubes of $\frac{5}{8}$ - to $\frac{3}{4}$ -inch diameter have been around £54 per long ton c.i.f. Liverpool. Locomotive tubes are also saleable in diameters from $1\frac{3}{4}$ inches up to $2\frac{1}{2}$ or 3 inches, and must not be less than 8 feet long. Prices for locomotive brass tubes, fit for re-drawing, have been from £52 to £53 per ton, and copper locomotive tubes have been quoted as high as £66. Nickel copper tubes and tinned tubes are not wanted, and it is emphasized that the tubes are for re-drawing, and must not be heavily corroded.

Inquiries have also been received for scrap German silver, the price of which depends on the nickel content. Recent quotations have been from £54 to £55 per ton. Gun metal scrap, which must be free from manganese bronze, is being marketed at around £48 to £50 per ton. This office will be glad to place Canadian firms in touch with importers.

BRITISH GOVERNMENT'S SUBSIDIZED HOUSING SCHEME: OPPORTUNITY FOR CANADIAN FIRMS

Mr. G. B. Johnson, Canadian Trade Commissioner at Glasgow, has forwarded to the Department of Trade and Commerce, Ottawa, complete sets of blue prints and specifications for frame houses for Glasgow and other cities and towns in the United Kingdom, in connection with the Subsidized Housing Scheme of the British Government, and involving the use of lumber on a vast scale. The smallest unit for which offers are wanted is 500 houses. Supplies are to be provided in multiples of 500 houses: the total number will probably reach from 200,000 to 300,000. In Glasgow alone there are 40,000 families living in one-roomed houses for whom new accommodation must be provided.

Canadian lumber firms are strongly urged to give this matter their careful consideration. Specifications will be forwarded on request to the Department of Trade and Commerce, Ottawa, quoting file T.C.-6-13.

OPENING IN NEW ZEALAND FOR BUTTER, CHEESE, AND APPLE BOXES

The New Zealand trade offers an excellent opportunity to Canadian exporters of boxes, crates, and cases for use in the butter, cheese, and apple industries, particulars of which are appended. The butter boxes and cheese crates should be of non-odorous wood, thoroughly seasoned and of the kind that does not split. Bushel cases for apples should be the same as is used for the Canadian product. At present a large volume of the trade is held by Sweden, whose prices are low; but in view of the extent of the business the attention of Canadian manufacturers of box shooks is specially directed to it. A first-class agency can be arranged if prices and quality are right. Interested firms are requested to send full details—these to include prices c.i.f. New Zealand ports—to the Department of Trade and Commerce, Ottawa, as early as possible (quoting file No. 22289).

PARTICULARS OF BOXES

Butter Boxes.—Inside measurements $15\frac{1}{2}$ by $11\frac{1}{4}$ by $10\frac{1}{2}$ inches, ends $\frac{5}{8}$ inch, sides, T. & B. $\frac{1}{2}$ inch; ends, $10\frac{1}{2}$ by $11\frac{1}{4}$ inches by $\frac{5}{8}$ inch; sides, $16\frac{1}{2}$ by $11\frac{1}{4}$ inches by $\frac{1}{2}$ inch; T. & B., $16\frac{1}{2}$ by $11\frac{1}{4}$ inches by $\frac{1}{2}$ inch. Grain of wood to run lengthwise in the sides, tops and bottoms, but the opposite way in the ends. All boards, including ends, to be dressed on one side.

Cheese Crates.—Two ends and one centre, each 15 inches by 15 inches by $\frac{7}{8}$ inch, dressed on one side, having twelve angles when finished. Twelve battens, each $27\frac{1}{2}$ inches by $3\frac{1}{4}$ inches by $\frac{3}{8}$ inch, planed one side and chamfered.

Bushel Case for Apples.—Inside measurement, 10 inches by $11\frac{1}{4}$ inches by $19\frac{1}{4}$ inches. Ends, two 10-inch by $11\frac{1}{4}$ -inch by $\frac{3}{4}$ -inch one-piece boards dressed on one side. Sides, 10 inches by $21\frac{1}{4}$ inches by $\frac{5}{16}$ inch, one or two boards optional, provided no board less than $4\frac{1}{4}$ inches in width. Tops and bottoms, 11 inches by $21\frac{1}{4}$ inches by $\frac{5}{16}$ inch, one or two boards optional, providing neither board is less than 5 inches in width. Also the same case in respect to ends and sides with tops and bottoms 11 inches by $21\frac{1}{4}$ inches by $\frac{5}{16}$ inch, plus the addition of four cleats per case measuring 11 inches by 1 inch by $\frac{5}{16}$ inch.

NEW ZEALAND'S IMPORTS OF ONIONS FROM CANADA

Mr. C. M. Croft, Acting Trade Commissioner in New Zealand, writing under date June 6, 1925, reports that Canada was successful in securing a fair amount of business in onions during 1924, and 602 tons were shipped. Up to the present time this year several thousand crates have been sold for shipment in September. The shippers should take great care to furnish onions of uniform quality. The wood for the boxes should be chosen with caution, as last year many cases were made of hard brittle wood and the handling when loading and unloading caused many breakages and resultant loss. The wood used should be soft, supple and dry; if wet timber is used the transit through the tropics may cause the onions to be affected.

MARKET FOR CERTAIN PAPER IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, June 6, 1925.—A number of Canadian manufacturers of news-print, writing, printing, and other papers are represented in New Zealand and have been securing a fair volume of business. In certain other classes, however, Canada has not been so successful. A fairly extensive market exists for apple and fruit wrappers, and Sweden has been the largest supplier, having shipped 1,585 cwt. during 1923, whereas the total importations were 2,289 cwt. It is maintained that the Canadian paper is not so strong as the Swedish and has a greater tendency to tear when the fruit is being wrapped. The sizes of wrappers most used are 9-inch by 9-inch and 10-inch by 10-inch, and a limited quantity of 8-inch by 8-inch. The present quotations are from £34 to £35 per ton of 2,240 pounds c.i.f. New Zealand. There is no duty payable when this paper is imported solely for use by orchardists. Samples of the paper used are on file at the Department of Trade and Commerce, Ottawa, and firms who can compete are invited to secure a sample and furnish prices to this office or to their New Zealand representatives.

The northern portion of New Zealand grows fairly large quantities of lemons and one firm alone in this city packed 36,000 cases last year. Wrappers are used in this connection and an immediate demand exists. A few samples are on file in Ottawa and interested companies should address their inquiries to the Department (quoting file No. T.C.-6-100).

BUTTER PAPER

New Zealand, as a large producer of butter, uses butter paper extensively. During 1923 waxed butter paper to the value of £6,044 was imported; of this Canada only supplied £41, whereas Great Britain shipped £2,001 and the United States £2,800. The value of vegetable parchment and other papers for butter wrappings imported during 1923 was £61,703, of which Canada furnished £917, Belgium £35,249, Norway £7,081, Sweden £7,356, and France £5,598. This office has just received an inquiry for prices of vegetable parchment paper waxed on one side. A small sample has been forwarded to the Department of Trade and Commerce, and any firms who think they can compete are requested to submit samples and prices.

BAGS

It is understood that heavy, tough bags are being made in Canada, which are suitable for the carriage of poultry food and similar commodities, and are intended for use in replacing the common hessian and jute bags. It is considered that there should be a fair market for these paper bags, and any manufacturers who are open to appoint agents for this Dominion are invited to write to this office, sending samples and prices.

NEW ZEALAND AND SOUTH SEAS INTERNATIONAL EXHIBITION

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, June 6, 1925.—The New Zealand and South Seas International Exhibition is to be opened in Dunedin on November 17 of this year. The floor space of the buildings is to be 500,000 square feet, made up of seven large and several smaller buildings. One of the larger buildings, 390 feet by 155 feet, has been reserved for the United Kingdom, and another of the same size is to house exhibits from Canada, Australia, and other British countries. The New Zealand Government have 330 feet by 155 feet floor space, local secondary

industries 360 feet by 310 feet, and New Zealand Provinces 360 feet by 155 feet. A building 330 feet by 310 feet has been set aside for the display of motor cars, and another 240 feet by 155 feet is to contain heavy machinery exhibits. It is hoped by the exhibition company that the attendance will reach 2,000,000. Large numbers of New Zealanders will visit Dunedin, and Australia will also send a large quota. Great Britain, Canada, the United States and other countries will undoubtedly be represented.

Canadian firms who have goods which can be sold in New Zealand should give the question of an exhibit their careful consideration. The total population of New Zealand is about 1,350,000, and consequently a large market does not exist; but, on the other hand, it is one most satisfactory in which to trade. The buyers are keen and somewhat conservative and therefore the forthcoming exhibition presents a good opportunity for manufacturers to introduce and demonstrate new lines. The people of New Zealand are distinctly British in every way and all things being equal, prefer to trade within the Empire rather than with foreign countries. The British preferential tariff is a definite proof of this sentiment, and incidentally is applicable to Canadian manufactures provided the conditions pertaining to its operation are complied with.

The climate of this Dominion is temperate to sub-tropical, and only commodities suitable for such conditions can be sold. Among the chief lines imported are motor vehicles, parts and tires; electrical machinery, equipment and supplies; hosiery and wearing apparel; iron and steel and manufactures; paper and paper products; musical instruments, etc.

PURCHASING OF SOUTH AFRICAN GOVERNMENT STORES

TRADE COMMISSIONER G. R. STEVENS

Cape Town, June 3, 1925.—The policy of the South African Government regarding the purchases of their overseas requirements has undergone some modification of late. Until a short time ago, all tenders for Government stores (which, of course, include the very large requirements of the South African railways) were issued in London and South Africa simultaneously. The technical buying services of the South African Government, however, were stationed in London, and their decision was usually the decisive factor in sales. It was therefore easier to fill the requirements of the South African Government through London representatives than through South African representatives.

Without changing their purchasing routine in any drastic degree, there has been a distinct trend of late towards placing more business through the local commercial community. Certain of the smaller tenders are now only issued locally; they are not sent to London at all. In regard to important tenders, they are still issued simultaneously in London and South Africa; but greater allowances are being made to local representatives than heretofore. All things being equal, it is probable that in many instances the Government are prepared to forgo the advantages of their technical staffs in London, and to route their purchases through local sources. The South African commercial community are, of course, striving for a position similar to that of Australia, where a supplier, in order to be upon the list, must have Australian representatives. It is not believed that the South African Government is prepared to eliminate strictly indent buying in favour of locally-made purchases, but they are prepared to give the local community a greater share in the transactions than heretofore.

There are a number of Canadian firms, not represented in South Africa, who sell considerable equipment to the South African Government, booking all their business through the South African purchasing offices in London. For the moment there is no necessity for them to change their sales policy; but any diminution in their volumes of business should be immediately examined in the light of the above tendency, and arrangements should be made for direct South African representation.

SALE OF CANADIAN PIANOS IN SOUTH AFRICA

TRADE COMMISSIONER G. R. STEVENS

Cape Town, May 30, 1925.—There is no more difficult commodity for Canadian manufacturers to market in South Africa than pianos. The following are the chief reasons for this difficulty:—

(1) Distribution is somewhat casual. There are few firms who really specialize in musical goods; the majority carry such lines as supplementary to other stocks. Among these non-specialist distributors, there is a marked tendency towards indent buying. In so far as the few strictly music houses are concerned, the majority hold direct representations of piano manufacturers, thus saving commission and supernumerary selling charges. In introducing a new piano, therefore, one must either attempt non-specialist distributors who prefer to purchase through overseas buying connections, or else music shops which hold established and long-standing agencies.

(2) The market has been overstocked during the last few years through speculative buying. As marks fell in Germany, dealers bought heavily, anticipating payment at a still lower rate of exchange. When the gold mark was reinstituted, these dealers were forced to liquidate their stocks; the surplusage of such stocks is still restricting imports.

(3) Deferred payment purchasing is epidemic in South Africa, and a feature of such system is the extraordinarily high premium which distributors charge upon deferred payments. This is in part due to the loose credit system of South Africa and in part to casual buying. In a recent instance cash prices were checked against deferred payment prices upon the same commodity; for interest and risk the South African distributor had added approximately 20 per cent. These accentuated costs tie the consumer to a fairly cheap type of goods, particularly in luxury lines.

GERMANY'S PLACE IN THE MARKET

There is a strong belief in the predominant ability of Germany to manufacture pianos. In no single item is that nation's prestige so firmly established. The import figures for 1924 show that, out of 4,184 pianos imported, Germany supplied 3,781. The loss of the British preference to Canada and Great Britain, though small, will assist in confirming German predominance in this import.

PRICE COMPARISON

In spite of sustained efforts, Canadian firms have not enjoyed other than casual piano trade with South Africa. The experience has been a little better in the case of organs; there are several Canadian houses who send forward one or two organs on almost every boat. If the difficulties in marketing Canadian pianos are not insuperable, they will be overcome only through exceptional sales effort linked to price advantage. It is interesting to note that the average f.o.b. value of pianos imported from Germany is only slightly below that of the few Canadian pianos imported; whereas the f.o.b. values of the English and American instruments are approximately 20 per cent higher than either Canadian or German imports. This valuation is to some extent deceptive since the South African Customs despaired of correctly valuing German prices during the rapid degeneration of the mark and fixed arbitrary home consumption values in sterling; yet there is no doubt that, next to the German, Canadian instruments are by all odds the cheapest offered in this market. Indeed, on comparing a line of Canadian player pianos with similar German instruments, the prices of the Canadian players were slightly more attractive. This ability to meet, or almost to meet, German prices is the most hopeful indication of Canada's ability to establish a market in the Union.

The price range for 90 per cent of the piano imports of South Africa is between £35 and £50 f.o.b. shipping ports, with a very large majority of the imports in the neighbourhood of £40. These prices are not entirely out of line with Canadian offerings, and if Canadian manufacturers are willing to make a little initial sacrifice, they could make their prices quite the equal of the average German importation. The real difficulty lies in establishing a continuous demand which will not vanish when German prices are again slightly more favourable. Under present conditions it is useless to anticipate any spontaneous increase in the demand for Canadian pianos, or to rely upon the South African distributors to push the sale of Canadian instruments. Additional merchandising machinery must be evolved. A few suggestions may be made.

PURCHASES THROUGH LONDON

Great Britain ships between two hundred and three hundred pianos to South Africa each year, yet it is doubtful if many, if any, of these are actually bought in South Africa. Every South African organization of any standing has its own London office, either as branch, subsidiary or as purchasing and confirming connection. The powers of these London purchasing organizations are very wide, and many British manufacturers refuse to appoint South African representatives, preferring to restrict themselves to such business as can be booked through London buyers. In many lines this attitude is probably a mistake. In the item of pianos, however, it is possible that Canadian piano manufacturers with prices approximating those of Germany can pick up as much business in London as in South Africa, and Canadian manufacturers who have representatives and stocks in London should give such representatives c.i.f. South African prices and should ask them to canvass South African buying houses thoroughly.

(A list of the principal firms handling pianos in South Africa, together with a list of such of their British buying connections as are available, may be obtained upon application to the Department of Trade and Commerce, Ottawa (quoting file No. T.C.-6-105).

CO-OPERATIVE SALES

However, there can be no permanence to the sale of Canadian instruments in this market until dealers come to believe in Canadian pianos as a few dealers now believe in Canadian organs. Such conversion cannot be achieved at a distance. It will take intimate contact to familiarize Canadian pianos. Unfortunately one cannot recommend a Canadian piano manufacturer to send a salesman ten thousand miles to sell perhaps forty or fifty instruments, which is probably all of any one make which could be sold on an introductory visit. Allowing a salesman three months in Africa, it would cost approximately \$1,500 exclusive of salary, to try out this market. On the other hand, if a group of perhaps four or five Canadian manufacturers were to co-operate in the fashion set by the Canadian woollen mills some years ago, it might very easily turn out to be a profitable venture. Such a representative, at limited cost to the individual firms, could canvass the London situation thoroughly en route to South Africa. These London buying houses could give him the basis for his sales campaign when he reaches the Union. The range of instrument which he could offer would certainly increase his sales, but the chief advantage of representing a group would lie in his ability to make a number of individual and distinctive connections for Canadian firms in each centre which he visited. (The ability of Germany to provide individual types at standardized prices is a very great asset.) But chiefest of the advantages of the co-operative enterprise would be the establishment of the conviction that a good piano at a moderate cost is not Canadian by accident, but that Canadian pianos as a genus are both cheap and good. Once the Canadian piano, like the Canadian organ, has achieved a character it will make sales very much easier. It is difficult to see how our manufacturers are to create such character without a combined effort.

DIRECT-BY-LETTER SELLING

In lieu of such co-operation Canadian manufacturers of pianos might be well advised to try the effect of direct-by-letter selling. The great objection to this method is that custom has staled its variety, and only a peculiarly attractive proposition will evoke a reply. One would suggest that in approaching South African importers by letter, a commission be included in the price, and exclusive representation for the immediate area be offered. Furthermore, because Canadian pianos are almost unknown in this market, the first piano to be purchased should be offered at an extremely advantageous special price. This may induce South African dealers to experiment. If Canadian firms approaching South African importers of pianos will notify the Trade Commissioner's office of their intention, giving details of their selling plans, efforts will be made to visit the principal importers personally, in order to interest them to the extent of an initial purchase.

For circularization purposes, quotations should be c.i.f. South African ports and sterling equivalents should be entered for comparison.

ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLY, OFFICE OF THE TRADE COMMISSIONER

Kingston, June 27, 1925.—In output of agricultural staples Jamaica has on the whole done better this year than in the corresponding period of 1924. Unrevised export statistics for the period January 1 to May 16, 1925, reveal increases in almost all the principal items. Bananas, for example, have risen by nearly 600,000 stems; sugar by over 8,000 tons; and rum by slightly more than 230,000 gallons. Increases are also registered in respect of many less important products. The only major commodity of export in which there has been a decrease is coconuts, which have declined by nearly 1½ million nuts. This, however, is very largely attributable to the growing export trade in copra—i.e. the dried meat of the coconut—which shows an increase of approximately 35,000 pounds over last year. (The ocean freight on a given quantity of copra is naturally much less than that on the number of coconuts necessary to yield an equivalent quantity of meat.)

Present f.o.b. values of the leading items of export are approximately as follows:—

Sugar, refining crystals, basis 96 deg. polariscope test, per English ton	£14
Rum, good ordinary (present crop) per imperial liquid gallon	3s. 6d.
Bananas, per count stem	2s. to 2s. 3d.
Coconuts, per 100 nuts	9s.

Although quantities have increased, values have considerably declined, and cultivators—particularly of bananas, the colony's chief item of export, which at this season of the year have in times past yielded much better returns—are far from happy over the situation. Many of them are not satisfied with the explanation given—namely, that over-production in Central America has glutted the English and American markets; and they are hoping that the Ottawa Conference may point the way to the development of direct trade in bananas and other fruits with Canada.

The circumstances mentioned in the foregoing paragraph have caused a shrinkage in the community's purchasing power, with dullness of trade in consequence. Wholesalers report difficulty in making collections. It must not be inferred, however, that there is little or no money in Jamaica. A considerable amount of house building is in progress in the environs of Kingston. The satisfactory response to a large Government loan lately placed on the local market, and to the Tramway Company's offer of £10,000 of 7 per cent debentures, shows that there is a good amount of local capital available for investment.

THE NETHERLANDS CUSTOMS TARIFF

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, June 23, 1925.—After several months' delay on account of technical difficulties chiefly in connection with the preparation of the lexicographical list, the new customs tariff of the Netherlands goes into effect on July 1. The present tariff became law on December 20, 1924, and replaces the old tariff which dated from 1862, although of necessity it had been amended by subsequent legislation with regard to certain particulars. The new tariff was drawn up to remove inconsistencies in the old law and aims to specify more exactly such goods as are dutiable. In view of the necessity for increased revenue, it was deemed necessary to give something of a fiscal character to the new tariff, and with this object in mind the general duty on manufactured goods, etc., has been increased from 5 per cent to 8 per cent ad valorem. In some cases, as will be seen below, higher duties than 8 per cent ad valorem will be levied for certain classes of goods.

The general principles of the old tariff have been retained, the chief feature of which is that duties are only levied on articles of consumption but not on those goods which are deemed necessities of life. As a result articles which can be sold to the consumer direct, and without further working up or repacking, will be dutiable and many articles are dutiable only when "packed" or put up "in tablet form." These terms "packed" or "in tablet form" are described in sections 8 and 9 of paragraph 30 of the new tariff law and cover goods put up here in quantities of up to 1,200 grams in the first case and weighing up to 200 grams per unit of sale in the second case.

Since it is realized that difficulties may be expected in exactly classifying certain products, several paragraphs of the new law provide for a tariff commission which will settle all disputes of this nature.

The new tariff is made up of 150 main tariff groups arranged in alphabetical order, and many of the headings are subdivided. The following list of items shows the new rates of duty levied on those goods which Canada exports to the Netherlands:—

Article	New Rate of Duty
<i>Apples:</i>	
Fresh.....	8 p.c.
Dried.....	8 p.c.
<i>Fruit:</i>	
Fresh.....	8 p.c.
(Fresh, other), i.e. apricots, cherries, plums, berries, strawberries, peaches, etc.....	Free
(Preserved) if packed with less than 5 p.c. sugar, in packages weighing less than 1,200 gr.....	8 p.c. plus 27 fl. 100 kg.
If the package weighs between 1,200 gr. and 5 kg.....	12 p.c.
Specific duty further increased if more sugar is used:—	
Sugar content between 5 and 10 p.c. per 100 kg. by.....	2.70 fl.
Between 10 and 25 per cent.....	6.75 "
" 25 and 50 ".....	13-50 "
" 50 and 75 ".....	20-25 "
If over 75 per cent.....	27.00 "
<i>Vegetables (Preserved):</i>	
If package weighs less than 1,200 gr.....	20 p.c.
If package weighs between 1,200 gr. and 5 kg. and the vegetable is packed in glass, porcelain, earthenware, or metal container.....	12 p.c.
Other packing.....	8 p.c.
<i>Grains: (In bulk).....</i>	Free.
<i>Flour:</i>	
Of wheat, barley, rye, etc. including cracked, crushed or ground grains in bulk.....	Free.
When packed in containers to weigh less than 1,200 gr.....	8 p.c.
<i>Rolled Oats:</i>	
In bulk.....	Free.
"Packed".....	5 p.c.
<i>Macaroni.....</i>	8 p.c.

Article	New Rate of Duty
<i>Confectionery:</i>	
(Containing more than 5 p.c. sugar)—	
Packed in paper, boxes, bottles, in packages weighing less than 1,200 gr.....	8 p.c. plus 28 50 fl. 100 kg.
Other packing.....	8 p.c. plus 27 fl. 100 kg.
Specific duty further increased if more sugar is used:—	
Sugar content between 5 and 10 per cent per 100 kg. by.....	2.70 fl.
Between 10 and 25 per cent.....	6.75 "
" 25 and 50 per cent.....	13.50 "
" 50 and 75 per cent.....	20.25 "
If over 75 per cent.....	27.00 "
<i>Sugar:</i>	
(The import duties levied on sugar are the same as for confectionery and there is no liability for excise duties.)	
If the sugar is imported in tablet form or in cubes, such sugar is admitted free of Import Duty, but is liable to excise.	
<i>Molasses:</i>	
"Packed".....	8 p.c. and 27 fl. 100 kg. without excise.
In bulk.....	Free of import duty but liable to excise.
<i>Milk: (Fresh, condensed, evaporated or powdered)—</i>	
If more than 5 p.c. sugar, dutiable at the same rates as confectionery.	
Other "packed" or "in tablet form".....	8 p.c.
In bulk.....	Free.
<i>Cheese:</i>	
In bulk.....	8 p.c.
<i>Butter:</i>	
"Packed" or "in tablet form" and it is apparent from the wrapper that the butter is a "necessary in life".....	Free.
Otherwise.....	8 p.c.
In packages over 1,200 gr.....	Free.
<i>Oils: According to origin and purpose—the duty is either.....</i>	
	5 or 8 p.c. ad valorem or 0.55 fl. or 1 fl. per 100 kg.
<i>Animal Oils and Fats, Greases and Grease Scraps:</i>	
Unmelted fats.....	6 fl. 100 kg.
Edible fats and oils.....	Free.
Other "packed".....	8 p.c.
In bulk.....	Free.
<i>Lard:</i>	
Unmelted.....	6 fl. 100 kg.
Melted:—"packed" or "in tablet form" when imported as a "necessary".....	Free.
Otherwise.....	8 p.c.
In bulk.....	Free.
<i>Honey, or articles of which honey is the principal component:</i>	
Pure native: imported in the comb.....	Free.
"Packed".....	8 p.c. and 27 fl. 100 kg.
In bulk.....	4 fl. 100 kg.
Artificial honey, "packed".....	8 p.c. and 27 fl. 100 kg.
"In tablet form".....	8 p.c.
The specific duty is further increased if more sugar is used:—	
Sugar content between 5 and 10 per cent per 100 kilos by.....	2.70 fl.
Between 10 and 25 per cent.....	6.75 "
" 25 and 50 ".....	13.50 "
" 50 and 75 ".....	20.25 "
If over 75 per cent.....	27.00 "
<i>Meats:</i>	
Fresh or chilled.....	10 p.c.
Frozen.....	6 fl. 100 kg.
Prepared including bouillon "packed" or "in tablet form".....	20 p.c.
In bulk.....	6 fl. 100 kg.
<i>Cotton waste:</i>	
Free.	
<i>Cotton Duck (sailcloth):</i>	
If weighing between 800 and 1,500 grams per square metre and in the piece.....	Free.
Otherwise.....	8 p.c.
If imported for use in industry.....	Free.
<i>Silk, articles made from: gloves, hosiery etc.....</i>	
	8 p.c.
<i>Carpets.....</i>	
	8 p.c.
<i>Rugs.....</i>	
	Free.
<i>Java bags:</i>	
If not fitted with special closing devices, etc.....	5 p.c.
Otherwise.....	8 p.c.
<i>Fell:</i>	
Hair and wool.....	8 p.c.
Under certain conditions, to be used in industry, for example.....	Free.
For hats.....	8 p.c.
<i>Fell Paper:</i>	
Weighing over 200 kg. by the roll.....	5 p.c.
Otherwise.....	8 p.c.
<i>Timber:</i>	
Logs.....	Free.
Planks, etc., generally.....	5 p.c.
Medicinal woods "packed".....	8 p.c.
<i>Paper:</i>	
If in rolls weighing over 200 kg.....	5 p.c.
Other papers, generally.....	8 p.c.
Articles made of paper.....	8 p.c.

**CANADA-BRITISH WEST INDIES-BERMUDA-BRITISH GUIANA-
BRITISH HONDURAS TRADE AGREEMENT, 1925**

AN AGREEMENT made this sixth day of July in the year of Our Lord one thousand nine hundred and twenty-five

BETWEEN

The Dominion of Canada herein acting and represented by

The RIGHT HONOURABLE GEORGE PERRY GRAHAM, LL.D., a member of His Majesty's Imperial Privy Council, a member of His Majesty's Honourable Privy Council for Canada, a member of the Parliament of Canada, Minister of Railways and Canals of Canada;

The HONOURABLE JAMES ALEXANDER ROBB, a member of His Majesty's Privy Council for Canada, a member of the Parliament of Canada, Minister of Immigration and Colonization and Acting Minister of Finance of Canada;

The HONOURABLE THOMAS ANDREW LOW, a member of His Majesty's Privy Council for Canada, a member of the Parliament of Canada, Minister of Trade and Commerce of Canada;

The HONOURABLE WILLIAM RICHARD MOTHERWELL, a member of His Majesty's Privy Council for Canada, a member of the Parliament of Canada, Minister of Agriculture of Canada;

The HONOURABLE JOHN EWEN SINCLAIR, a member of His Majesty's Privy Council for Canada, a member of the Parliament of Canada, Minister without portfolio of Canada, and

The HONOURABLE PIERRE JOSEPH ARTHUR CARDIN, a member of His Majesty's Privy Council for Canada, a member of the Parliament of Canada, Minister of Marine and Fisheries of Canada, and Acting Minister of Customs and Excise of Canada.

AND

The HONOURABLE HARCOURT GLADSTONE MALCOLM, O.B.E., K.C., Speaker of the House of Assembly, representing the Government of the Bahama Islands;

SYDNEY THIRLWALL HARRISSON, C.M.G., O.B.E., Comptroller of Customs, representing the Government of Barbados;

The HONOURABLE JOHN PIERCE HAND, M.B.E., member of the Executive Council and of the House of Assembly, representing the Government of Bermuda;

The HONOURABLE SIR ALFRED PARKER SHERLOCK, Kt., member of the Executive Council, representing the Government of British Guiana;

The HONOURABLE CRAWFORD DOUGLAS DOUGLAS-JONES, C.M.G., Colonial Secretary, representing the Government of British Honduras;

The HONOURABLE WILLIAM MORRISON, member of the Privy Council and Legislative Council of Jamaica, representing the Government of Jamaica;

HERBERT HAZEL HART, representing the Government of the Leeward Islands;

The HONOURABLE HENRY BARCLAY WALCOTT, C.M.G., Treasurer, representing the Government of Trinidad and Tobago, and

HIS HONOUR LIEUTENANT-COLONEL WILFRED BENNETT DAVIDSON-HOUSTON, C.M.G., Administrator of St. Lucia, representing the Government of the Windward Islands.

WHEREAS a conference has been held between the above mentioned parties for the purpose of considering an agreement by which trade relations between them will be rendered closer and their respective trade extended and enlarged and the means of communication between them improved and made more efficient; and

WHEREAS the Dominion of Canada and the said Colonies mutually affirm the principle of granting preferences the one to the other on goods of their produce or manufacture with the end in view of increasing trade between them and of generally promoting the welfare and advancement of British America;

NOW THEREFORE in consideration of the premises these presents witness that the Parties aforesaid after communicating to each other their respective full powers found in good and due form have agreed upon the following articles:

PART I.—TRADE

ARTICLE I

Subject to the provisions of *The Customs Tariff, 1907*, and to the provisions of Article II hereof, the duties of customs on all goods (other than tobacco, cigars, cigarettes, and spirituous or alcoholic liquors) being the produce or manufacture of any of the Colonies aforesaid imported into Canada which are now subject to duty or which may be made subject to duty at any future time shall not at any time be more than fifty per cent of the duties imposed on similar goods under the General Tariff of Canada.

ARTICLE II

Subject to the provisions of *The Customs Tariff, 1907*, the Dominion of Canada grants to the articles enumerated in Schedule A being the produce or manufacture of any of the Colonies aforesaid when imported into Canada the preferential treatment indicated in respect of each such article in the said Schedule A.

ARTICLE III

The Dominion of Canada undertakes to withdraw the benefit of the British Preferential Tariff from any British country which produces cocoa beans if that country does not extend a preference satisfactory to the Governor in Council of Canada to goods the produce or manufacture of Canada over like goods imported into such country from any foreign country.

ARTICLE IV

Subject to the provisions of Articles V and VI hereof the duties of customs on all goods (other than tobacco, cigars and cigarettes) being the produce or manufacture of Canada when imported into any of the Colonies aforesaid which are now subject to duty or which may be made subject to duty at any future time shall at any time be in the case of

- (a) the Bahamas not more than seventy-five per cent,
 - (b) Barbados not more than fifty per cent,
 - (c) British Guiana not more than fifty per cent,
 - (d) British Honduras not more than sixty-six and two-thirds per cent,
 - (e) Jamaica not more than seventy-five per cent,
 - (f) Leeward Islands not more than sixty-six and two-thirds per cent,
 - (g) Trinidad and Tobago not more than fifty per cent,
 - (h) the Windward Islands not more than sixty-six and two-thirds per cent,
- of the duties imposed on similar goods when imported from any foreign country.

The Bahamas will use their best endeavours to make their percentage fifty per cent. Bermuda will grant preferential treatment to all imports of Canadian origin except wines, spirits, malt liquors, cigars, cigarettes and tobacco by removing the ten per cent surtax now imposed.

ARTICLE V

The said Colonies grant to articles specified in Schedule B being the produce or manufacture of Canada when imported into any of the said Colonies the preferential treatment indicated in respect of each such article in the said Schedule B.

ARTICLE VI

In the case of the Bahamas the provisions of Article IV (a) shall not apply to wines, malt liquors, spirits, spirituous liquors, liquid medicines and articles containing alcohol.

ARTICLE VII

The Government of any of the said Colonies on giving six months' notice may provide that to be entitled to the concessions granted in Articles IV and V the products of Canada shall be conveyed without transshipment by ship direct from a Canadian port into such Colony or by way of one of the other Colonies entitled to the advantages of this agreement.

To enjoy the benefit of the tariff advantages conceded to the various Colonies by the Government of Canada the products of any of the said Colonies shall be conveyed without transshipment by ship direct into a sea or river port of Canada; provided, however, that transshipment shall be permitted at a port of any of the said Colonies.

ARTICLE VIII

Save as herein otherwise provided this agreement shall not interfere with any existing preference or with the granting of any future preference by the Dominion or by any of the said Colonies to any other part of the British Empire or with any existing preference or the granting of any future preference by the said Colonies among themselves.

PART II.—STEAMSHIP SERVICES

Eastern Group

ARTICLE IX

Subject to the ratification of the present agreement as hereinafter stated in Article XII, the Government of Canada will arrange for a mail, passenger and freight steamship or motor ship service to come into effect as soon as possible, and in any case within fifteen months after the date of the ratification of this Agreement, between Canada, Bermuda, the Leeward Islands, the Windward Islands, Barbados, Trinidad and British Guiana, on the following lines:

1. A fortnightly freight, passenger and mail service from Canadian ocean ports all the year round, calling each way at Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Tobago, Trinidad and Demerara.

2. The vessels shall be of from 5,000 to 6,000 tons gross, capable of maintaining an ocean speed of not less than 12 knots, and providing accommodation for 100 first-class, 30 second-class, and 100 steerage or deck passengers, and shall be provided with 'tween decks, and cold storage accommodation as required, but not less than 10,000 cubic feet.

3. In addition to the foregoing the Government of Canada will provide a fortnightly freight service with vessels of 4,300 tons or thereabouts dead weight, and a speed of about 10 knots, from Canadian river ports in summer and from Canadian ocean ports in winter calling at St. Kitts, Antigua, Barbados, Trinidad and Demerara.

ARTICLE X

The Government of Canada will stipulate in any contract entered into for such steamship or motorship service that:

1. There shall be reasonable proportionate allocation of passenger and cargo accommodation between the Colonies mentioned in Article IX. As regards traffic from British Guiana, space shall be reserved on each sailing from that Colony for 100 tons of Intercolonial freight. Until otherwise arranged, first-class berths for 20 passengers between Demerara and Trinidad shall also be reserved on each northbound vessel until 24 hours after the arrival of said vessel at Demerara; 10 of the said berths being also reserved for passengers proceeding north of Trinidad.

Freight space and passenger accommodation shall be booked by the agents of the steamship company in order of priority of application.

2. There shall be no unfair differentiation in rates of freight against the smaller Colonies as compared with the rates to and from larger Colonies situated at a similar distance from Canadian ports. Freight rates are to be subject to the control of the Government of Canada.

ARTICLE XI

The representatives of the Colonies mentioned in Article IX undertake that their Governments shall contribute towards such steamship service, when established, in the following amounts annually:

Barbados.. . . .	£5,000
Bermuda.. . . .	1,500
British Guiana.. . . .	8,500
Leeward Islands.. . . .	2,500
Trinidad.. . . .	9,000
Windward Islands.. . . .	2,500
	<hr/>
	£29,000

Provided that if it is found impossible to call at Tobago the contribution of Trinidad shall be decreased by £1,500.

ARTICLE XII

Pending the establishment of such service the Government of Canada will use its best endeavours to maintain a fortnightly service on the existing lines.

The obligation of the Government of Canada to provide the steamship service referred to in Article IX is dependent upon ratification of this Agreement by the colonies of the eastern group or by those of them whose ratification is by the Government of Canada deemed essential.

Western Group

ARTICLE XIII

The Government of Canada undertakes to provide as soon as possible, and in any case within fifteen months after the ratification of this agreement as provided in Article XVI, a fortnightly mail, passenger and freight service between St. Lawrence ports in summer and such Canadian ocean ports in winter as may be designated by the Canadian Government, and calling both ways at Bermuda, the Bahamas, and Kingston, Jamaica, alternating with a fortnightly freight service between the said Canadian ports and Kingston, Jamaica, direct.

1. Passenger steamers to be similar in size to those proposed for the Eastern Route, that is to say, from 5,000 to 6,000 gross tons, ocean speed 14 knots, accommodation for 100 first class passengers, with 'tween decks, and refrigeration for about 70,000 stems of bananas, and also cold storage for Canadian

meats, fish, butter, cheese and other dairy products from Canada to the Colonies and for fruit, green vegetables, etc., from the Colonies to Canada.

2. Each of the freight steamers shall also have a speed of about 10 knots and refrigeration for about 50,000 stems of bananas.

3. A steamer operating on a fortnightly schedule connecting with the steamers specified in Article XIII-1 shall be supplied by the Government of Canada between British Honduras and Kingston, Jamaica, of about 1,000 tons, speed 10 knots, with accommodation for at least 20 first class passengers, and cold storage.

ARTICLE XIV

1. On representations being made by the respective Governments of Canada and Jamaica, such Governments shall have the control of the allocation of space for the carriage of bananas.

2. If possible, arrangements will be made to have the Eastern and Western services connect at Bermuda.

3. The Government of Canada reserves the right to permit the vessels mentioned in Article XIII to make calls at any other ports not mentioned in this Agreement, upon condition that regular weekly sailings to and from Kingston, Jamaica, are maintained.

ARTICLE XV

The representatives of the Colonies mentioned in Article XIII undertake that their Government shall contribute towards such services, when established, the following amounts:

In the case of Bermuda, £2,000 per annum; in the case of the Bahamas, £2,000 per annum; in the case of British Honduras, £2,000 per annum; and in the case of Jamaica, £12,000 per annum.

ARTICLE XVI

Pending the establishment of such services the Government of Canada will use its best endeavours to maintain a service every three weeks on the existing lines.

The obligation of the Government of Canada to provide the steamship services referred to in Article XIII is dependent upon ratification of this Agreement by the Colonies of the Western group or by those of them whose ratification is by the Government of Canada deemed essential.

ARTICLE XVII

The rates of freight from Canada to Bermuda by the steamships operating under this Agreement shall not exceed the rates charged to Nassau, Bahamas, and/or Kingston, Jamaica in respect of the Western Group, or to Barbados, and/or Trinidad, and/or British Guiana in respect to the Eastern Group.

ARTICLE XVIII

1. Freight rates on all services shall be subject to the control of the Canadian Government. The Government of any Colony shall be at liberty at any time to make representations to the Canadian Government in respect to such rates, to which the Canadian Government shall give the fullest possible consideration.

2. There shall be reasonable proportionate allocation of passenger and cargo accommodation between the said Colonies.

PART III.—GENERAL PROVISIONS

ARTICLE XIX

In respect to Canada this agreement shall be subject to the approval of its Parliament and in respect to each of the said Colonies to the approval of their respective legislatures and of the Secretary of State for the Colonies.

Upon approval being given by each of said Colonies respectively the agreement shall be brought into force thereupon or so soon thereafter as may be agreed upon between the Dominion of Canada and any Colony by proclamation to be published in the *Canada Gazette* and in the Official Gazette of each of the said Colonies.

On the present agreement being brought into effect it shall take the place of and be substituted in all respects for the trade agreement dated the eighteenth day of June, nineteen hundred and twenty, between the Dominion of Canada and the Colonies aforesaid.

ARTICLE XX

This agreement shall remain in force for twelve years after the proclamation aforesaid and thereafter until terminated by twelve months' notice given either by the Government of Canada or by the Government of any of the said Colonies but in the latter case the agreement shall remain in full force and effect as to any of the other Colonies which has not given such notice.

IN WITNESS WHEREOF the said Governments have signed this treaty at Ottawa, this sixth day of July in the Year of Our Lord, one thousand nine hundred and twenty-five, in a single copy which will be deposited in the Public Archives of the Dominion of Canada in the custody of the Secretary of State for External Affairs of Canada and of which authenticated copies will be transmitted by the Government of Canada to each of the Governments of the said colonies.

GEO. P. GRAHAM,
JAMES A. ROBB,
THOS. A. LOW,
W. R. MOTHERWELL,
JOHN E. SINCLAIR,
P. J. ARTHUR CARDIN,
HARCOURT MALCOLM,
S. T. HARRISSON,
JOHN P. HAND,
A. P. SHERLOCK,
C. DOUGLAS-JONES,
W. MORRISON,
H. H. HART,
H. B. WALCOTT,
WILFRED B. DAVIDSON-HOUSTON.

SCHEDULE A

1. SUGAR—

Degrees of Polarization		Preference per 100 lbs.
Not exceeding 76	76	\$0.48647
Exceeding 76 and not exceeding 77	77	0.51214
" 77 " 78	78	0.53781
" 78 " 79	79	0.56348
" 79 " 80	80	0.58915
" 80 " 81	81	0.61482
" 81 " 82	82	0.64049

SCHEDULE A—*Con.*

1. SUGAR (*Con.*)—

Degrees of Polarization				Preference per 100 lbs.
Exceeding 82 and not exceeding 83	83	84	84	0.66616
"	84	"	85	0.69183
"	85	"	86	0.71750
"	86	"	87	0.74317
"	87	"	88	0.76884
"	88	"	89	0.79451
"	89	"	90	0.82018
"	90	"	91	0.84585
"	91	"	92	0.87152
"	92	"	93	0.89719
"	93	"	94	0.92286
"	94	"	95	0.94865
"	95	"	96	0.97433
"	96	"	97	1.00000
"	97	"	98	1.02567
"	98	"	—	1.05134
				1.12000

The Customs Tariff of Canada shall provide that sugar above number 16 Dutch standard in colour when imported by a recognized sugar refiner, for refining purposes only, upon evidence satisfactory to the Minister of Customs, shall not be subject to these duties, *i.e.*, the duties on sugar over number 16 Dutch standard, specified in item 134 of the Canadian Tariff.

Provided that sugar as defined under item 134 of the Customs Tariff of Canada shall receive a preference of not less than 25 per cent of the duty charged on foreign sugar.

2. BANANAS—

Bananas, when imported from the place of growth by ship, direct to a Canadian port, per stem or bunch... .. Free, as against a general tariff of fifty cents.

Bananas, *n.o.p.*, per stem or bunch... .. Fifty cents under all tariffs.

The Government of Canada may provide that whenever the Governor in Council deems it to be in the public interest to inquire into any conspiracy, combination, agreement or arrangement alleged to exist among growers, dealers, shippers or carriers of bananas to promote the advantage of growers, dealers, shippers or carriers of bananas at the expense of the consumers, the Governor in Council may commission or empower the Minister of Customs and Excise of Canada to hold an enquiry and report to the Governor in Council whether such conspiracy, combination, agreement or arrangement exists. If the Minister reports that there is reason to believe such conspiracy, combination, agreement, or arrangement exists in respect to such article, the Governor in Council may admit bananas imported from all countries free of duty, or so reduce the duty thereon as to give to the public the benefit of reasonable competition in the article, if it appears to the Governor in Council that such disadvantage to the consumer is facilitated by the duties of customs imposed on bananas. Before alteration or reduction is made in duties the Colonies of Jamaica and British Honduras shall be notified.

The changes in the rates of duties on bananas shall take effect on the 1st January, 1927, or on such earlier date as the steamship service referred to in Article XIII of the agreement is established.

3. COCOA—

Cocoa beans, not roasted, crushed or ground... ..per 100 lbs. A preference of \$1.50 under the intermediate tariff and \$2 under the general tariff.

SCHEDULE A—*Con.*

4. OTHER ITEMS—

Lime Juice, raw and concentrated, not refined.	per gallon	A preference of 15 cents.
Limes, fresh	<i>ad valorem</i>	Free, as against a general tariff of 15 per cent.
Arrowroot.	per pound	Free, as against a general tariff of 1½ cents.
Cocoanuts, imported by ship direct to a Canadian port.	per 100	Free, as against a general tariff of 75 cents.
Cocoanuts, n.o.p. if not imported by ship direct.	per 100	A preference of 50 cents.
Grape fruit, imported by ship direct to a Canadian port.	per 100 lbs.	A preference of \$1 under the general tariff.
Grape fruit, n.o.p., if not imported by ship direct	per 100 lbs.	A preference of 50 cents.
Rum, specified in customs tariff item 156a.		A preference of \$2 per gallon of the strength of proof.
Rum specified in customs tariff item 157b.		A preference of 60 cents per gallon of the strength of proof.
Onions.	<i>ad valorem</i>	Free, as against a general tariff of 30 per cent.
Cocoa butter.	per lb.	Free, as against a general tariff of 2 cents.
Coffee, green.	per lb.	Free, as against a general tariff of 3 cents.
Ginger and spices, unground, n.o.p.	<i>ad valorem</i>	Free, as against a general tariff of 12½ per cent.
Nutmegs and mace, whole or unground	<i>ad valorem</i>	Free, as against a general tariff of 20 per cent.
Pineapples in air-tight cans or other air-tight packages, n.o.p., the weight of cans or other packages to be included in the weight for duty	per lb.	½ cent.
Angostura bitters	per proof gallon	\$5.
Sponges of marine production <i>ad valorem</i>		Free, as against a general tariff of 17½ per cent.

Provided that nothing herein contained shall prevent the Government of Canada from changing the rates of duty provided the preferences granted herein are maintained.

SCHEDULE B

Part I.—Western group.

Jamaica, the Bahamas and British Honduras grant

- (1) on flour, a preference of two shillings per barrel of 196 pounds;
- (2) on butter, cheese, lard, condensed milk, meats of all kinds, fish (canned, preserved, dried, salted, smoked or pickled), apples and potatoes, a preference of not less than 50 per cent.

Part II.—Barbados, Trinidad and British Guiana.

Barbados, Trinidad and British Guiana grant the following preferences:—

On flour, two shillings per barrel of 196 pounds.	
Apples.	per barrel 50 cents.
Beef, salted and pickled.	
. per barrel of 200 pounds	\$1.50.
Boards, planks, scantling, shingles and lath (not of pitch pine)	<i>ad valorem</i>
Boots and shoes.	<i>ad valorem</i>
Butter.	per 100 lbs. \$1.50.
Cement.	per cask of 400 lbs. 2 shillings.
Cheese.	per 100 lbs. \$1.50.
Cocoa, prepared, in Trinidad and British Guiana.	per pound 4 cents.
in Barbados.	per 100 lbs. Free as against a general tariff of \$2.

SCHEDULE B—*Con.*

Confectionery..	An <i>ad valorem</i> preference of not less than 66 $\frac{2}{3}$ per cent or 4 cents per pound, according to the method of assessing the duty.
Cordage..	An <i>ad valorem</i> preference of not less than 66 $\frac{2}{3}$ per cent or 6 shillings per 100 pounds, according to the method of assessing the duty.
Fish, canned, preserved, dried, salted, smoked or pickled..	An <i>ad valorem</i> preference not less than 66 $\frac{2}{3}$ per cent or 2 shillings per 100 lbs. which is to be a preference of not less than 66 $\frac{2}{3}$ per cent according to the method of assessing the duty.
Lard.. . . . .per 100 lbs.	\$1.50.
Milk, condensed .. .per case of 48 lbs.	1 shilling.
Pork, salted or pickled..	
..per barrel of 200 lbs.	\$1.50.

On all the items mentioned above except flour, Barbados, Trinidad and British Guiana agree that the preferential rate of duty shall in no case exceed one-third of the general rate nor shall the amount of the preference be less than that specified above.

British Guiana grants a preference of not less than 4 cents a gallon on gasoline and kerosene when refined from crude oil produced in British territory.

Part III.—Leeward and Windward Islands.

The Leeward and Windward Islands undertake to use their best endeavours to have granted similar preferences to those granted by Barbados, Trinidad and British Guiana in Part II of this Schedule above.

Part IV.—Special Preferences.

All the Colonies except the Bahamas and Bermuda grant the following preferences:—

On spirits, *i.e.*, brandy, gin, rum, whisky, unenumerated, potable, if tested, a preference of not less than 2 shillings 6 pence per gallon of the strength of proof.

Spirits, perfumed, unenumerated, potable, if not tested, a preference of not less than 2 shillings 6 pence per liquid gallon.

Wine, beer, and ale, a preference of not less than 20 per cent.

Part V.

Provided that nothing herein contained shall prevent any of the said Colonies from changing the rates of duty provided the preferences granted herein are maintained.

GEO. P. GRAHAM,
JAMES A. ROBB,
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WILFRED B. DAVIDSON-HOUSTON.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Forestry in Australia

Sydney, Australia, June 4, 1925.—The forestry adviser to the Commonwealth Government recently reported that "Australia is importing 42.18 per cent of its requirements in timber, a figure which, in view of the youth of Australia and its relatively small population, is very disquieting. The position is still more alarming when the nature of Australia's imports and production is examined." The report also went on to state that in outlining the present position of forestry in Australia the importance of the industry is quite overlooked in the Commonwealth. Had a fair proportion of the sums obtained from royalties in the past been used to convert wild timber into cultivated forests, a continuity of policy would have been established and there would have been no need as there is to-day to import such large quantities of timber.

The only state with an apparent surplus of timber is Western Australia, which in 1923-24 exported 133,500,000 super feet, of which about one-third went to the other states, and the balance, mostly in the form of sleepers for railways, was exported overseas.

Only in two states—New South Wales and Victoria—are the financial resources at the disposal of the forest authorities in any way commensurate with the work to be carried out.

Gramophones to be Manufactured at Sydney

A well-known gramophone manufacturing company (British) has just bought extensive premises at Sydney, which it is intended to convert into a factory for the manufacture of gramophones and records. This is the first factory of the kind established in the Commonwealth.

New Guinea (Papua) Copra Plantations

It is the intention of the Commonwealth Government to offer for sale early in July about a fourth of the copra plantations in the mandated territory of New Guinea. It is the policy of the Government to get rid of the properties to private enterprises, but not at panic valuations. Although the copra market has been depressed for some time, there are present signs of recovery. According to the results forthcoming at the proposed sale will a decision be made as to the disposal of the remaining plantations. The board has control of 268 plantations, or 294,530 acres, of which 117,809 are planted. The total deficit of the board at June 30 last was £1,009,758, of which £600,000 was capital expenditure.

Mount Isa Silver-Lead Field, Queensland

This silver-lead field, which was discovered about two years ago, was regarded at the time as a possible rival of the great Broken Hill silver-lead mines in New South Wales. The Government geologist recently made an exhaustive survey of the mine, and stated that the four fields at present working were estimated to contain 4,260,000 tons averaging 10 ounces of lead and 3.2 ounces of silver, with a gross value of £16,000,000 at a rate of £3 15s. per ton—a very low estimate. That estimate was apart from the value of zinc, which was also to be obtained from the field at a level below the lead and silver deposits.

Australian Sugar Surplus

Estimates show that the probable Australian sugar surplus for export in the forthcoming season will be about 202,000 tons. Production is estimated at

499,000 tons, and consumption in Australia at 320,000 tons, leaving a surplus of 179,000 tons, to which must be added 23,000 tons of carry-over stocks. This estimate of production may prove to be somewhat excessive, since owing to the enormous crop the mills have decided to start early this month when the cane is not fully matured and the sugar contents correspondingly smaller. The amount of production this year represents an increase of 85,000 tons over last season, and affords a measure of expansion in the industry, to which large numbers of Italians have recently been attracted. Surplus sugar over domestic requirements has to be sold in the world's open markets, and any losses accruing must be borne by the industry, which is controlled by the Sugar Board. Prospects for Australian sugar growers are improved by the new British preference of £2 6s. 9d. per ton, which added to the existing preference of £1 18s. 10d. per ton, represents a total concession of £4 5s. 7d. per ton.

The bulk of the sugar grown in Australia is produced in the State of Queensland, and in that state on July 1 there will come into operation a 44-hour week, which it is estimated will place a burden on the sugar industry of £200,000 per annum. The value of the new British preference is estimated at £420,000.

Apple Shipments from Tasmania

During the height of the apple season steamers trading to oversea ports from Australia divert their voyages from the mainland to the island of Tasmania, the largest apple-producing state of the Commonwealth. The last shipment of the season, consisting of 32,000 cases, has just been made, making the total shipments for the season 1,220,000 cases.

The export season has been the best since pre-war days. The quality of the fruit has been excellent, and the prices so far realized are satisfactory. The soil and the climate of Tasmania are specially adapted to apple growing and nearly four-fifths of its fruit-growing area are so used.

Excellent apples are grown in many parts of Australia, but more particularly in the southern portions. It is estimated that last year 80,369 acres were under cultivation, and the yield throughout the Commonwealth was 7,200,000 bushels. Most of the apples exported are destined for London.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

No.	Date of Closing	Particulars
38401	Aug. 12, 1925.	Supply and delivery of 1,100 brass boiler tubes 18 feet 11 inches long by 2½ inches outside diameter, as specified.
38383	Aug. 19, 1925.	Manufacture, supply and delivery of 10 miles double braided, weatherproof, copper clad line wire, as specified.

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Acting Canadian Trade Commissioner at Auckland, for equipment for the Public Works Department, Wellington. These plans and specifications are open for

inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders, which close on September 29, 1925, should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with these specifications, of which the following is a summary:—

Waikato Power Scheme, Penrose Substation.—Section 118.—350,000 volt oil circuit breakers; 4 sets of air-break switches and operating gear; 8 sets of isolating switches; 3 operating sticks for isolating switches; 3 sets of choke coils; 1 steel structure complete; busbars, insulators and connections; spares. Section 121.—5 110 K.V. oil circuit breakers; 6 sets of airbreak switches; 15 sets of isolating switches; 4 operating sticks for isolating switches; 3 sets of choke coils; busbars, insulators and connections; steel structures complete; spares. Section 122.—3 5,000 K.V.A. single-phase units to form one 15,000 K.V.A. bank, 110,000/11,000 volts, delta/star connected; 4 3,333 K.V.A. single phase units to form 1 10,000 K.V.A. three phase bank with one spare transformer 110,000/50,000 volts delta/star connected.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

865. FLOUR.—An inquirer in Limerick, Ireland, wishes to purchase as agent.

866. CANNED SALMON.—An Australian firm, in an excellent position to market Canadian canned salmon, are desirous of representing any British Columbia salmon packers who have not yet appointed representatives for that territory. (Quote file No. 23551.)

867. CHEDDAR CHEESE.—A firm of German importers in Hamburg are desirous of receiving quotations upon old stocks of cheddar cheese, fresh, good quality, packed in blocks of 4½ pounds. If prices are satisfactory, the firm are prepared to buy in carload lots. Canadian exporters who are interested in this inquiry are requested to write to the Department of Trade and Commerce, Ottawa (quoting file No. 12024).

868. DAIRY PRODUCTS.—A Leicester provision house importing cheese, bacon, hams and lard would like to have quotations on same from Canadian exporters. Butter exporters should also quote.

869. MALTING BARLEY.—A firm of maltsters in the Midlands desire to get in touch with Canadian exporters of malting barley. Samples of the best grades are desired, together with quotations on same.

Miscellaneous

870. RAW FURS.—A London company who dress and dye furs wish to effect a connection with Canadian exporters.

871. LEATHER.—A Midland firm, would like to hear from Canadian exporters of leather suitable for boot and shoe manufacture.

872. SOLE LEATHER.—A North of England leather importer is interested in hearing from Canadian firms who can supply bends of hemlock-tanned sole leather.

873. PAPER.—A manufacturers' representative in Mexico City, with good connections, desires to secure agencies for all kinds of paper of Canadian manufacture; is in a position to influence substantial orders and prepared to take payment of commissions in merchandise. Correspondence in English.

874. BOX SHOOKS.—A Swansea firm of tinplate box merchants desire to receive quotations on shooks suitable for the manufacture of tinplate boxes. Specifications: 30¼ inches by 1¼ inches by ¾ inch; 20½ inches by 1¼ inches by ¾ inch; 22½ inches by 7½ inches by ¼ inch. Quotations either f.o.b. or c.i.f. Swansea, Timber: birch, beech, or elm.

875. BEECH BARREL STAVES AND WOOD LOGS.—The director of a firm of German importers, who is at present in Canada, is desirous of obtaining immediate prices c.i.f. Hamburg for staves and bottoms without hoops as containers for butter, to hold between 105 and 110 pounds. The approximate price paid by the company in Hamburg is at present 31 cents for a set of staves and bottoms: between fifteen and eighteen staves make up one barrel.

Quotations are also requested for beech wood logs unprocessed, any lengths. Interested firms are requested to notify the Department of Trade and Commerce, Ottawa, at once (quoting file No. 28910).

876. CANOES; ICE SKATES; HOCKEY STICKS.—An important concern in France wish to obtain quotations on the above line of goods.

877. COPPER ORE.—A firm in Warsaw, Poland, desire to get in touch with Canadian exporters of copper ore.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 6, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 6, 1925. Those for the week ending June 29, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		June 29, 1925	July 6, 1925
Britain	1.00	\$4.86	\$4.8575
France	1.	.193	.0452
Italy	1.	.193	.0356
Holland	1.	.402	.4007
Belgium	1.	.193	.0450
Spain	1.	.193	.1452
Portugal	1.	1.08	.0510
Switzerland	1.	.193	.1942
Germany.. . . .	1.	.238	.2380
Greece	1.	.193	.0165
Norway.. . . .	1.	.268	.1766
Sweden.. . . .	1.	.268	.2681
Denmark	1.	.268	.1996
Japan	1.	.498	.4075
India	1.	2s.	.3700
United States	1.	\$1.00	Par
Mexico.. . . .	1.	.498	.4970
Argentina	1.	.424	.4038
Brazil	1.	.324	.1106
Roumania	1.	.193	.....
Jamaica	1.	4.86	4.8525
British Guiana	1.	1.	4.8512
Barbados.. . . .	1.	1.	
Trinidad	1.	1.	
Dominica	1.	1.	
St. Kitts	1.	1.	
Grenada.. . . .	1.	1.	
St. Vincent.. . . .	1.	1.	
Tobago	1.	1.	
Shanghai, China.. . . .	1.	.708	.8060
Batavia, Java	1.	.402	.4025
Singapore, Straits Settlements .. \$	1.	.567	.5700

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Antonia, July 18; Ausonia, Aug. 1; Ascania, Aug. 15—all Cunard Line.

To LIVERPOOL.—Gracia, Cunard Line, July 17; Doric, July 18; Megantic, July 25; Regina, Aug. 1; Canada, Aug. 8; Doric, Aug. 15—all White Star-Dominion; Aurania, July 24; Alaunia, Aug. 7—both Anchor-Donaldson.

To LONDON.—Bolingbroke, July 18; Brandon, July 25; Bosworth, Aug. 1—all Canadian Pacific; Antonia, July 18; Verbania, July 25—both Cunard Line; Canadian Raider, July 14; Canadian Rancher, July 24; Canadian Aviator, Aug. 3; Canadian Trapper, Aug. 13—all C.G.M.M.; Ariano, Furness, Withy, July 25.

To AVONMOUTH.—Colonian, July 18; Oxonian, July 25; Turcoman, Aug. 1; Cornishman, Aug. 8; Welshman, Aug. 18—all White Star-Dominion; Concordia, Anchor-Donaldson, July 25.

To SOUTHAMPTON.—Melita, Canadian Pacific, July 15.
 To NEWCASTLE AND LEITH.—Cairnavon, July 17; Cairnross, July 24—both Thomson Line.
 To MANCHESTER.—Manchester Importer, July 16; Manchester Division, July 23—both Manchester Liners.
 To HULL.—Ariano, Furness, Withy, July 25.
 To CARDIFF AND SWANSEA.—Canadian Leader, July 17; Canadian Commander, July 31; Canadian Mariner, Aug. 14—all C.G.M.M.
 To GLASGOW.—Metagama, Canadian Pacific, July 14; Athenia, July 17; Letitia, July 31; Saturnia, Aug. 7; Athenia, Aug. 14—all Anchor-Donaldson.
 To BELFAST AND DUBLIN.—Carrigan Head, Head Line, July 26.
 To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn, Canadian Pacific, July 21.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, July 14; Canadian Otter, July 28; Canadian Volunteer, Aug. 11—all C.G.M.M.
 To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Fisher, C.G.M.M., July 29.
 To ST. JOHN'S, Nfld.—Canadian Sapper, C.G.M.M., July 24 and Aug. 14.
 To ANTWERP.—Canadian Raider, July 14; Canadian Rancher, July 24; Canadian Aviator, Aug. 3; Canadian Trapper, Aug. 13—all C.G.M.M.; Melita, Canadian Pacific, July 15.
 To ROTTERDAM.—Porsanger, Intercontinental Transports, July 25.
 To HAMBURG.—Hada, Intercontinental Transports, July 30.
 To HAVRE.—Laval County, Intercontinental Transports, July 17.
 To AUSTRALIAN PORTS.—Canadian Spinner, C.G.M.M., July 31.
 To SOUTH AFRICAN PORTS.—Calumet, July 15; Cariboo, Aug. 15—both Elder Dempster.
 To NEW ZEALAND PORTS.—Sally Maersk, New Zealand SS., July 20; Canadian Traveller, C.G.M.M., July 25.
 To COPENHAGEN AND BALTIC PORTS.—Maine, Scandinavian-American Line, July 25.
 To YOKOHAMA AND SHANGHAI (via VANCOUVER).—Canadian Importer, C.G.M.M., July 23.

From Quebec

To LIVERPOOL.—Montroyal, Canadian Pacific, July 17; Doric, July 18; Megantic, July 25; Regina, Aug. 1; Canada, Aug. 8; Doric, Aug. 15—all White Star-Dominion Line.
 To SOUTHAMPTON.—Empress of France, Canadian Pacific, July 22.
 To AVONMOUTH.—Colonian, July 18; Oxonian, July 25; Turcoman, Aug. 1; Cornishman, Aug. 8; Welshman, Aug. 15—all White Star-Dominion.
 To GLASGOW.—Montnairn, Canadian Pacific, July 30.
 To HAMBURG.—Empress of France, Canadian Pacific, July 22.

From Halifax

To LIVERPOOL.—Sachem, Furness, Withy, July 22.
 To ST. JOHN'S, Nfld.—Sachem, Furness, Withy, July 22.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, July 17; Chignecto, July 31; Teviot, Aug. 14—all R.M.S.P. Co.
 To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, July 22.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel, July 16.
 To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, July 23; Empress of Canada, Aug. 6—both Canadian Pacific.
 To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Africa Maru, Osaka Shosen Kaisha, July 28.
 To LONDON.—Noorderdyk, late July; Moerdyk, middle August—both R.M.S.P. Co.; Canadian Pioneer, C.G.M.M., July 30.
 To LIVERPOOL.—Noorderdyk, R.M.S.P. Co., late July.
 To MANCHESTER.—London Corporation, Furness (Pacific), July 15.
 To WEST COAST UNITED KINGDOM PORTS.—Canadian Freighter, C.G.M.M., July 25.
 To BORDEAUX, HAVRE AND ANTWERP.—Iowa, July 21; Arizona, Aug. 5—both Cie. Gle. Transatlantique (French Line).
 To ANTWERP.—Noorderdyk, late July; Moerdyk, middle August—both R.M.S.P. Co.; Canadian Pioneer, C.G.M.M., July 30.
 To ROTTERDAM.—Noorderdyk, late July; Moerdyk, middle August—both R.M.S.P. Co.
 To HAMBURG.—Moerdyk, R.M.S.P. Co., middle August.
 To MELBOURNE AND SYDNEY.—Canadian Voyageur, C.G.M.M., July 15.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Royal Mail Line, July 29.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916) (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

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| <p style="text-align: center;">Argentine Republic</p> <p>E. L. McColl, Reconquista No. 46, Buenos Aires. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Australia</p> <p>D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Belgium</p> <p>A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Brazil</p> <p>P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">British West Indies</p> <p>H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). <i>Cable Address, Canadian.</i></p> <p>James Cormack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) <i>Cable Address, Cantracom.</i></p> <p style="text-align: center;">China</p> <p>L. M. Cosgrave. Address for letters—P.O. Box 306. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. <i>Cable Address, Cancoma.</i></p> <p style="text-align: center;">France</p> <p>Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. <i>Cable Address, Cancomac.</i></p> <p style="text-align: center;">Germany</p> <p>L. D. Wilgress, Raboisen 8, Hamburg 1. <i>Cable Address, Mapleleaf.</i> (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czechoslovakia.)</p> <p style="text-align: center;">Holland</p> <p>F. H. Palmer, Zuidblaak 26, Rotterdam. <i>Cable Address, Waterrill.</i></p> <p style="text-align: center;">India and Ceylon</p> <p>H. A. Chisholm, P.O. Box 2003, Calcutta. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Irish Free State</p> <p>A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. <i>Cable Address, Canadian.</i></p> | <p style="text-align: center;">Italy</p> <p>W. McL. Clarke, Via Manzoni 5, Milan 2. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Japan</p> <p>A. B. Bryan. Address for letters, P.O. Box 220; office, Room No. 2, Meikai Building, Kobe. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Mexico</p> <p>C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. <i>Cable Address, Cancoma.</i></p> <p style="text-align: center;">New Zealand</p> <p>C. M. Croft, Acting Trade Commissioner. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">South Africa</p> <p>G. R. Stevens, P. O. Box 683; office, Westminster House, Adderly street, Cape Town. <i>Cable Address, Cantracom.</i></p> <p style="text-align: center;">Straits Settlements</p> <p>A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">United Kingdom</p> <p>Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) <i>Cable Address, Sleighting, London.</i></p> <p>J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midland, and North Wales.) <i>Cable Address, Cantracom.</i></p> <p>Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) <i>Cable Address, Canadian.</i></p> <p>Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) <i>Cable Address, Cantracom.</i></p> <p style="text-align: center;">United States</p> <p>Frederic Hudd, 44 Whitehall street, New York City. <i>Cable Address, Cantracom.</i></p> |
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CANADIAN COMMERCIAL AGENT

- Australia**
- B. Millin, The Royal Exchange Building, Sydney, N.S.W.

SPECIAL CANADIAN REPRESENTATIVES

- United Kingdom**
- Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Canadian Building, Trafalgar Square, London, S.W.1, England.
- France**
- Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*
- United States**
- Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce of Canada

Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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Ottawa, July 18, 1925

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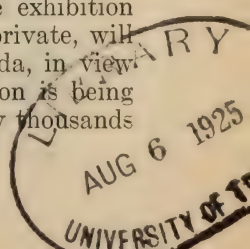
TRADE COMMISSIONER H. A. CHISHOLM'S VISIT TO CANADA

Mr. H. A. Chisholm, Canadian Trade Commissioner in Calcutta, has reached Ottawa and intends to make a tour of Eastern Canada during August in the interests of Canadian trade to India and Ceylon. Canadian firms interested in these markets who desire to be brought in touch with Mr. Chisholm, or to interview him, are requested to communicate at once with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

NEW ZEALAND AND SOUTH SEAS EXHIBITION

Mr. C. M. Croft, Acting Canadian Trade Commissioner in Auckland, has sent the following cable regarding the forthcoming New Zealand and South Seas Exhibition:—

"The New Zealand and South Seas Exhibition at Dunedin, from November to April, at which the Canadian Government has booked 25,000 square feet, promises to eclipse expectations both in extent and in variety of exhibits. The buildings have had to be extended to meet the demand for space for British and foreign exhibitors, but all arrangements are well advanced and the exhibition will be opened on November 17. British exhibits, government and private, will cover upwards of 55,000 square feet. An important point for Canada, in view of the Australian Trade Agreement, is the fact that the exhibition is being widely advertised in the Commonwealth and is sure to be attended by thousands



of Australian visitors. No expense is being spared to make the exhibition comprehensive and attractive. The band of the Argyll and Sutherland Highlanders has been specially engaged for the full term of the exhibition, and a choir of 500 voices will take part in musical festivals. A special feature is being made of the art collection in gallery with 10,000 square feet wall space, and a big stadium has been built for sports and pageants. The exhibition offers the chance of a unique holiday to Canadians, as from Dunedin they can easily visit the Alpine country of the south with its majestic peaks and valleys and lovely lakes and untouched forests, or the wonderful geysers and hot lakes of Rotorua in the north."

FOREIGN TRADE OF MEXICO

TRADE COMMISSIONER C. NOEL WILDE

I

[In the following report all values are given in Mexican pesos, the par value of the peso being 49.85 cents, Canadian currency. Where weights are given in tons, metric tons of 2,204.6 pounds are referred to.]

Mexico City, June 20, 1925.—For many years it has been difficult to obtain an intelligent idea of the course of Mexico's foreign trade from a statistical point of view. In the pre-revolutionary period complete statistics of imports and exports were published annually, and this practice was continued until the close of the fiscal year ending June 30, 1913. The disturbed condition of the country then prevented the collection and compilation of accurate details, and for the next four years no information on the subjects exists.

With the arrival of more settled conditions, which may be said to date from the year 1920, an effort was made to continue the publication of trade returns, and statistics for year 1918 were issued in 1921, those for 1919 following a year later. Since that time summaries of exports and imports have been issued at irregular intervals, but these were of a spasmodic character, and did not provide such details as would enable a general review to be made of the subject as a whole.

At the end of last year a special effort was made on the part of the Mexican Government to bring all information in regard to foreign trade up to date. An adequate staff was provided, and a large quantity of labour-saving equipment purchased for the purpose. As a result, complete data have now been compiled for the years 1923 and 1924, although the gap for the three years 1920-22 still remains.

The statistics have not yet been issued in printed form, and it is not probable that this will be done for several months. A preliminary copy has, however, been provided for the use of the Canadian Trade Commissioner in Mexico City, who desires to take this opportunity of expressing his thanks to the officials of the Mexican Government whose courtesy has enabled him to secure the information on which this report is based.

GENERAL COURSE OF TRADE

The following statement summarizes the value of the imports and exports of Mexico for the years shown:—

	Imports	Exports	Balance of Exports
1909-10	\$194,865,781	\$260,046,269	\$ 65,180,488
1910-11	205,874,273	293,753,639	87,879,366
1911-12	182,662,311	297,989,129	115,326,818
1912-13	192,292,461	300,405,552	108,113,091
1918	276,217,464	375,568,385	99,350,921
1919	237,038,347	393,790,000	156,751,653
1923	315,108,526	568,471,114	253,362,588
1924	321,317,648	614,712,515	293,394,867

Until the commencement of the revolutionary period in 1910, there was a fairly regular increase in both import and export trade, with the exception of 1907-08, which year coincided with the financial panic in the United States. No figures are available for the period of the world war, but the increase in the value of imports shown during the years 1918 and 1919 is largely (but not wholly) attributable to an increase in prices rather than to an increase in the volume of trade. The values for 1923 and 1924, which were periods of falling prices, represent a substantial increase in volume, and reflect clearly the benefit to foreign trade of the more settled condition of the country during the past four years.

An additional point worthy of attention is the uniformly "favourable" balance of trade which Mexico has enjoyed during the present century. This fact, however, necessitates further analysis, as a large portion of the exports consists of minerals and petroleum, which are produced by foreign corporations; the export of these products does not necessarily result in the establishment of credits abroad to their full value, and it is probable that if the true position were ascertainable, these "favourable" balances would be much reduced or even disappear.

With regard to the countries of origin of the imports, the United States has always enjoyed the bulk of the trade, owing to her close proximity to Mexico and the facility of communication between the two countries. In the year 1901-02 her proportion was 60 per cent of the total; during the following years there were slight fluctuations, but in 1912-13, the proportion had risen to 77 per cent, and the war years added still further to her natural advantages, 1918 being the high-water mark, with 90 per cent of the total. Of recent years the percentage of trade with the United States has shown a tendency to decrease, and at present Mexico receives about 72 per cent of her imports from that country.

The second largest exporter to Mexico at the beginning of the century was Great Britain, with 12 per cent of the total; this has now fallen to 7 per cent. Germany, Belgium, Czecho-Slovakia, Spain, France, Canada, and Switzerland also do an export trade with Mexico to a value of upwards of a million dollars a year, all other countries being of minor importance.

The following statement gives the comparative value of Mexican imports from the countries shown for three typical years:—

	1910-11		1919		1924	
	Value	%	Value	%	Value	%
United States	\$113,146,983	55	\$200,559,384	85	\$233,194,744	73
Great Britain	23,968,969	12	12,330,370	5	22,525,049	7
Germany	25,562,189	12	567,353	—	23,203,101	7
France	18,673,284	9	6,701,222	3	16,057,137	5
Spain	5,678,576	3	8,109,096	3	7,476,839	2
All other countries.. ..	18,844,272	9	8,770,922	4	18,860,778	6
Total	\$205,874,273	100	\$237,038,347	100	\$321,317,648	100

With regard to the nature of the imports, these are classified by the Mexican Government in eleven main groups of commodities (although it is intended in future to make use of the standard classification of the Brussels Convention). The following shows the values of imports for the same three typical years arranged under group headings:—

	1910-11	1919	1924
Animal materials	\$ 17,433,251	\$ 22,081,226	\$ 35,159,255
Vegetable materials	38,600,222	43,249,944	44,576,234
Mineral materials	52,030,587	51,399,455	72,263,437
Textiles	24,640,269	31,944,258	44,143,457
Drugs and chemicals	12,990,250	19,070,347	21,981,109
Beverages	6,813,346	3,979,461	4,521,808
Paper and paper products	5,608,939	8,425,690	9,675,873
Machinery, etc.	25,811,176	24,116,422	39,940,033
Vehicles	9,095,206	11,798,675	24,260,757
Arms and explosives	3,212,567	3,085,833	3,991,658
Sundries	9,638,455	17,887,030	20,804,029
Total	\$205,874,273	\$237,038,347	\$321,317,648

Further chapters of this report will be devoted to an analysis of the above figures, showing the changes which have taken place in the countries of origin, and indications of where Canadian exporters can compete with reasonable prospects of success. For the purposes of comparison, the values for the three typical years shown in the above statement will be adhered to; 1910-11 represents the position at the close of the pre-revolutionary period; 1919 indicates the changes consequent on the Great War and the position at the close of the revolutionary period; 1924 brings the returns down to the latest possible date. Thus, a study of statistics for these three years enables an accurate idea to be obtained of the course of Mexican trade during the past fifteen years.

SAMPLE ROOM ADDED TO SOUTH AFRICAN OFFICE

TRADE COMMISSIONER G. R. STEVENS

Cape Town, June 3, 1925.—Owing to a continuous influx of samples from Canadian manufacturers, it has become necessary to add a small sample room to the Cape Town office for the purposes of accommodation and display. Such premises are now available, and the Trade Commissioner's office is able to offer this added service to Canadian exporters.

It is not intended to create a permanent exhibit of Canadian exports. It has been found that Canadian manufacturers often send only one or two samples when making inquiries, and that these are not sufficient to illustrate their range of manufacture, nor to interest prospective representatives or purchasers.

The present sample room will be used for the display of full ranges of samples prior to their being placed with selling connections. In this showroom the buyers of the wholesale establishments and interested agents will have the opportunity of going into the Canadian offerings thoroughly prior to arriving at decisions regarding their value.

When a Canadian firm ships samples to the Canadian Trade Commissioner the shippers will be debited with duty and clearance charges. This will be the last charge upon them. The samples shall remain the property of the Canadian shipper, and if necessary will be shipped to further destinations in South Africa without expense to him. If the samples are eventually placed with an agent, they are handed to such agent free of cost, and arrangements for the debiting of such agents will be made between the Canadian exporters and the representative who has taken over the samples. If the samples cannot be placed, the Canadian Trade Commissioner will undertake, whenever possible, to have the samples sold and to remit the proceeds to the shipper. Under no circumstances will the Canadian Trade Commissioner carry any sets of samples indefinitely.

If samples are placed with an agent who finds the goods unremunerative, the Canadian Trade Commissioner will have such samples returned to the sample room, and will again exhibit them if he believes there is business to be obtained. He will accept responsibility for such samples as are originally sent to his office until such time as the Canadian shipper makes arrangements with the agent selected regarding them.

The above conditions apply only in those cases in which the Canadian Trade Commissioner has asked that samples be sent. No responsibility can be taken for unsolicited samples, although every effort will be made to protect the Canadian shipper of these, as of other, samples. Unless definite information as to an existing market has been obtained, it will be preferable for Canadian exporters to inquire of the Trade Commissioner before shipping a comprehensive range of samples.

The following points regarding the preparation and shipment of export ranges should be observed:—

(1) The first set of samples should be a complete range. It is quite impossible to state in advance what will sell; sometimes it is most unlikely numbers which achieve the greatest success. Nothing therefore which in any degree fits the market should be omitted, but the agent or the Trade Commissioner should be advised to go over the range of samples thoroughly and select such items as are valueless; these samples should be sold and proceeds debited to commission account. Future sets of samples will, of course, be restricted to interesting lines. On the other hand, every new line should be sent at once to augment the ranges of export samples. This office has repeated evidence of business being lost through this neglect. It is in the last degree disheartening to a representative to see his competitors bringing out new goods and to find long afterwards that his own connections were marketing similar lines at home without advising him.

(2) Samples, whenever possible, should be sent in a permanent container. The average first-class manufacturer's representative in South Africa travels approximately 10,000 miles each year. When he takes on a new line it is quite enough to ask him to do the introductory spade work, to pay the freight over this distance, and to pay for the exhibition of new ranges out of expected commissions; he should not be required to purchase trunks, skips or other containers for the conveyance of the samples. Samples are much easier to place when properly arranged in some suitable container; they are much easier to display and much more attractive in display; their deterioration is much less. If the samples are later sold, it is usually possible to obtain full value for the container as well as for the samples.

(3) The South African sample room is own brother to that of Canada. Each container should be its own display fixture. The appearance of the container is as important as the appearance of the samples themselves. If at all feasible, each trunk of samples should carry a certain number of advertising and display fixtures.

(4) Each sample should tell its own story; it should be tagged firmly and priced in plain figures. (Such prices in most cases should be subject to discounts for South Africa; in all cases the agent's commission should be included in the price.) Details of any variations, such as swatches or colour books, ranges of sizes, etc., should be noted upon each sample, or if this is not possible, such information should accompany the samples in some easily available form.

(5) Quantities of price lists and of catalogues should accompany every sample range. It sometimes occurs that a customer is not ready to buy at the time of the agent's visit; details must be left with such customer. In addition, when an account is established, the catalogue and price list serves to bring in orders between the visits of the representative.

(6) In debiting agents with the costs of samples, a sufficiently ample sample discount must be allowed to assure the ultimate sale of these samples without loss to the agent. The amount of such sample discount fluctuates according to the perishability of the goods; hardware samples should carry a lower discount than textile samples; textile lower than foodstuffs, etc. In South Africa sample discounts range between 25 per cent and 50 per cent on the net value of the invoice. Samples should not be charged immediately against the agent; many firms debit the agent for the old range when forwarding new samples. The majority of better-class South African firms do not object to being debited for their samples, but dislike being obliged to pay for them before they have earned

commission equal to the value of the samples. A very telling courtesy is practised by some firms by crediting the duty upon the first set of samples to their agents' commission account. This allows the agent to obtain his first set of samples entirely free of charge for the time being, which is not an unfair allowance for the overseas exporter to make. Another small courtesy which overseas representatives appreciate is the grant of a credit for samples which are sent to the manufacturer for comparison or copy.

The Elder Dempster Steamship Company of Montreal, operating regular services between Canada and South Africa, are very obliging concerning the carriage of samples, carrying introductory sets of samples of reasonable bulk free of charge. Such sets of samples, however, should be covered by regular invoice forms with the customary declarations, as otherwise difficulties arise upon their receipt in South Africa. It need hardly be added that the shippers must satisfy the company that these shipments are genuine samples sent out with the idea of working up business between South Africa and Canada.

SUGAR TRADE CONDITIONS IN THE WEST OF ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, June 24, 1925.—The sugar trade in the West of England is still more or less under the influence of the exceptional difficulties with which traders all the world over have had to contend with for many months past.

After several years of high prices resulting from the curtailment of production during the war, the sugar world has returned to plentiful supplies as a result of exceptional crops both in Europe and in cane-producing countries. Within less than eighteen months the duty-paid price of British refined has fallen over £32 (\$155.52) per ton, and the f.o.b. price of Continental sugars has fallen £17 (\$82.62) per ton, and it has been impossible to foretell where this decline would be checked. Such a condition of affairs has inevitably meant unprofitable trading for distributors, who are bound to carry stocks of sugar, and as usual has led to undue cutting of price and a dissatisfied atmosphere in both the wholesale and retail trade, which is unhealthy and discouraging to free business. Buyers have for some time past been groping in the dark to find a level at which it was safe for them to commence building up their invisible supplies, which had been allowed to diminish almost to vanishing point, and confidence appeared to be returning when Canadian and American granulated touched a level of 18s. (\$4.37) c.i.f. The fall, however, continued until the neighbourhood of 17s. (\$4.13) c.i.f. was reached. Since then some recovery has occurred, but each improvement has been followed by renewed pressure from Cuba and the United States, resulting in further small setbacks and consequent disheartenment of the trade. The recent hot weather both in the United States and Europe has led to a moderate improvement in the demand, and the American and Canadian granulated is now fairly steady at a figure of about 17s. 7½d. (\$4.28) c.i.f. for second-hand parcels, and 17s. 9d. (\$4.31) to 18s. (\$4.37) for further first-hand supplies from the United States and Canada. Exchange is calculated throughout at parity.

Continental Sugars.—In spite of the last European crop being a very heavy one, Czecho-Slovakia, which is the largest supplying country for the United Kingdom, early in the spring announced that she would have very little more sugar available for export. These statements were received with a good deal of scepticism, as it was thought that even if first-hand refiners had sold out their crop, the sugar was probably held by speculators and would appear on the market later on. It is becoming generally recognized, however, that the sugar from this destination is really not available, and has probably been exported to countries

such as Switzerland, and to Russia, Turkey, and other Eastern destinations. As a result Continental sugars are held above the parity of American and Canadian granulated, and only find buyers for ports to which there are no direct shipping facilities from the United States or Canada. At time of writing, best Czecho and Dutch granulated are quoted at the parity of 18s. (\$4.31) c.i.f. Bristol Channel ports, whereas Canadian and American is obtainable at 17s. 7½. (\$4.28) c.i.f. from second-hand sellers. In spite of the Belgian stocks being larger than usual at this time of the year, the Antwerp market has been holding for prices for export above the parity which United Kingdom holders can afford to pay compared with the above quoted prices for American granulated. Belgian crystals for prompt shipment are quoted at 17s. 4½d. (\$4.42) c.i.f. West of England ports, but this price is not attractive either to the grocery trade or to manufacturers, who are more than ever inclined to use only best refined sugar, with a result that there is a decrease in demand for second-grade granulated or white crystals.

For this reason also, traders in this district show very little interest in the relatively cheap offers of white Java crystals, which are obtainable at about 16s. 6d. (\$4.21) London or Liverpool for May/June or June/July shipment. Java steamers rarely come direct to the West of England ports, and these sugars have to be transhipped at London and Liverpool at an increased cost of at least 1s. per cwt., and the experience of local buyers last season of the trouble, delay, and loss of weight entailed by transshipment does not encourage them to repeat the experiment.

Continuation of dry weather both here and on the Continent has encouraged a little more speculative inquiry for new crop, and Czecho fine granulated has been sold for November/December in the neighbourhood of 17s. (\$4.27) f.o.b. Hamburg. Traders generally, however, are not very eager to speculate so far ahead, having quite enough responsibility to carry in looking after their probable inquiries for the summer and autumn months.

West India Crystallized.—The demand for this sugar is very slow, and it appears that the former West of England habit of always having a basin of good old West India yellow crystallized on the breakfast table is dying out in many households. This is regretted by the trade as these sugars are of excellent quality and flavour. The cause is to be traced partly to the control of sugar supplies during the war, when the housewife got into the habit of making her allotment of granulated serve for all purposes, and partly to the excessively high price demanded by the West India manufacturer during recent years, when the supplies of choice yellow crystallized were short, and he was able to obtain a temporary benefit by charging consumers more for these sugars than the price of best white granulated.

HEAVY CANADIAN CONSIGNMENTS

Several direct consignments of Canadian origin have reached Bristol and Cardiff during the past six weeks and have been controlled by London brokers who shipped at cheap rates on tramp steamers from Maritime ports. Local brokers state that the regular market requirements are anticipated for months ahead, and for heavy shipments of sugar to be unloaded on a market already well saturated tends temporarily to weaken and even demoralize South Wales and West of England prices.

REPRESENTATION DESIRED

The large numbers of important chocolate and confectionery manufacturers situated in this area have resulted in several sugar brokerage houses of long

standing operating from Bristol, and these firms are always keen for direct representation on behalf of Canadian refiners or, failing that, direct quotations.

C.i.f. quotations are naturally preferred, but failing that f.a.s. prices in Canadian or American funds will be received. Interested Canadian exporting firms should communicate with the Bristol office.

TRADERS OPTIMISTIC

To sum up the position in this district, there is a feeling of rather more optimism in the sugar trade and a growing belief that the worst is past. At the same time, extreme competition is preventing the trader from making a profit on the day's market price, which will cover his overhead expenses, and depression in some of the largest industries such as coal mining has made itself felt in the sugar as in other trades, particularly in the South Wales districts.

IMPORTS OF CANADIAN FOODSTUFFS INTO BRITISH GUIANA, TRINIDAD, AND BARBADOS

TRADE COMMISSIONER H. R. POUSSETTE

I

Port of Spain, Trinidad, June 27, 1925.—A very large proportion of Canadian exports to British Guiana, Trinidad, Barbados, and the small northern islands is made up of foodstuffs. Into Trinidad in 1922 merchandise to a total value of £955,970 was imported from British North America. Of this amount, food, drink, and tobacco made up £769,716, but as practically no tobacco is imported, and very little drink, it follows that foodstuffs make up about 80 per cent of the total trade. In 1923 the total value of the imports was £866,933, and of this amount food, drink, and tobacco made up £732,194, or a ratio of 84 per cent to total imports. (Newfoundland is included in the term British North America.) However, except in the case of dried fish, it can be assumed that all imports shown under that heading originate in Canada. The amount of dried codfish imported from Newfoundland into Trinidad is estimated to amount to 200 to 300 casks per month. A few barrels of pickled Newfoundland herrings come in occasionally, but the trade is negligible.

Into British Guiana in 1922 merchandise to a total value of \$2,376,883 was imported from Canada, of which amount food, drink, and tobacco made up \$1,940,408, or about 71 per cent of the total imports. In 1923 the total value was \$2,661,740; of this amount food, drink, and tobacco made up \$2,085,686, or a ratio of about 77 per cent. In 1924 the total value was \$2,671,177; of this amount, food, drink, and tobacco made up \$2,051,808, or a ratio of 76 per cent.

Into Barbados in 1922 merchandise to a total value of £550,350 was imported from Canada; of this amount food, drink, and tobacco made up £324,329, or a ratio of about 58 per cent. The following year the total value was £603,628, of which food, drink, and tobacco made up £298,265, or a ratio of about 49 per cent.

FLOUR

The Canadian commodity which has attained the greatest success in the markets of the British West Indies is flour. In 1911 the quantity of Canadian flour imported into Trinidad was 64,701 barrels, but subsequent upon the agreement entered into the following year, the imports increased in a remarkable manner and at the present time it holds a commanding place. This result is partly due to the tariff preference, and partly no doubt to the shortage of exportable surplus of hard wheat flour from the United States, but also very largely to the quality of the Canadian product and to the regularity with which supplies are received.

At the present time there are being offered for sale on the Trinidad market about forty brands of Canadian flour, the products of fourteen Canadian and five United States mills. Of these some have a substantial trade, but a number of them are, for various causes, almost unknown.

A certain amount of United States hard wheat flour comes into the market. One or two marks have over a number of years been firmly established in popular favour, and they still continue in limited demand. A certain amount of flour is also imported for the Venezuelan trade, and in this there is a preference for one or two makes of United States flour. Soft wheat flour from the Southern States is also imported through New Orleans, but this trade is relatively unimportant. Last year some 4,200 bags of flour were imported from the United Kingdom, but as this occurred at the time last summer when flour made a sudden jump in price, it may be regarded as exceptional.

The statistics show in a clear manner the distribution of flour imports between Canada and the United States. In 1923, 311,671 bags of flour and meal wheaten were imported into Trinidad, of which British North America is credited with 304,616 bags; flour (wheaten) in that year was imported into British Guiana to the extent of 185,703 bags, of which 179,626 are credited to Canada; and into Barbados 90,320 bags of flour wheaten or rye were imported, of which 72,249 bags are credited to Canada and 17,663 to the United States. It will be noted that the proportion of United States flour coming into Barbados is much higher than that entering Trinidad or British Guiana. This can be explained by the fact that flour for the biscuit factory in Barbados is permitted to enter duty free, and as a soft wheat flour is used in the manufacture of biscuits, much of this is drawn from the Southern States.

CORN MEAL

In Barbados there is a considerable consumption of cornmeal, the total imports for 1923 having been 34,730 bags, of which Canada supplied 4,890 bags and the United States 29,814 bags. Trinidad also uses cornmeal, but to a lesser extent (7,748 bags) than Barbados, of which two-thirds are from the United States, while in British Guiana the imports in 1923 only amounted to some 250 tons, the trade in which is predominantly held by Canada.

BISCUITS, BREAD, ETC.

The trade in biscuits, bread, and cakes showed a falling off in 1923 as compared with 1922 so far as Trinidad is concerned. In 1922 Trinidad imported unsweetened biscuits in barrels to the amount of 159,000 pounds against 32,017 in 1923, and unsweetened in tins to the extent of 108,000 pounds against 87,679 in 1923. The United States holds the bulk of the trade in unsweetened and the United Kingdom in other kinds. The only reason that can be given for the reduction is the straitened financial condition of the colony in the latter year.

Canadian unsweetened biscuits are well liked, although they do not enjoy the popularity of the United States make. There seems no adequate reason why the Canadian biscuit with the preference which it enjoys should not be able to make a better showing. (In Barbados it holds a stronger position.) These unsweetened biscuits are almost entirely made up of soda biscuits, although pilot biscuits are to some extent included.

The imports of biscuits into Barbados are relatively small compared with the two other colonies and amounted to about 42,000 pounds in 1923, of which Canada is credited with over 20,000 pounds, almost all of which is unsweetened in tins.

British Guiana imported 125,212 pounds of unsweetened in tins in 1923, of which 87,301 pounds are credited to Canada, 25,340 to the United States, and 12,571 to the United Kingdom. In other kinds the United Kingdom holds almost the entire trade.

BUSINESS ORGANIZATION IN THE STRAITS SETTLEMENTS

TRADE COMMISSIONER A. B. MUDDIMAN

Singapore, May 30, 1925.—In order that Canadian exporters attempting to penetrate the markets of the Middle East should have a clear understanding of trade possibilities here, it is necessary for them to appreciate the business organization through which their goods are going to pass to the consumer. The collective term the Middle East, so often applied in a loose way, refers to a very wide area, and a warning should be at once sounded in regard to the distinctive methods of handling goods in the various territories within this zone. Further, small handbooks and other publications lead people who have not travelled in the East to think that the Middle East is a solid unit. This is very regrettable, as the various territories of this area are widely separate in race, religion, customs, language, and political interests. It should be further noted at once that the methods of handling trade in the Straits Settlements differ in many essentials from those employed in Java. This dissimilarity is due, no doubt, in some way to the temperament of the controlling European nations in each case. In the Straits Settlements the British element is predominant; in the Netherlands East Indies, the Dutch. Therefore, in considering the business organization of the Straits Settlements, it should be borne in mind that the present remarks are purely confined to them.

DANGER OF HASTY GENERALIZATION

Again, unwarrantable conclusions are sometimes drawn from the generalizations of business men who have travelled through the East for a brief period of a year or so, and then return home with what they believe an accurate view of the trade prospects and possibilities of this highly complex market. Unavoidably their impressions are somewhat superficial. A common mistake thus made, due to the teeming populations of the Orient, is to say that "the markets of the East are unlimited." This is often construed to mean that the markets there offer big scope for Western goods and have hardly been touched in this respect. If this were true, Europe, first in the field, would have long ago realized these possibilities. The fact is evident to those who reside in the East that goods sold here have to be sold on a competitive basis, and that the East has no use for some Western goods and only a limited demand for some others. As the ex-Australian Trade Commissioner to the East, Mr. E. T. Sheaf, has so excellently remarked, "without desiring to decry the possibility of furthering the expansion of the Eastern markets, the fact remains that there are really no grounds to justify the high hopes expressed of a sudden and phenomenal development in the near future as will, for instance, make China the greatest of the world's markets within the next ten years."

As in all Eastern countries, the vast majority of the people in the Straits Settlements are, from a monetary point of view, poor; and their individual capacity for purchasing foreign goods is meagre outside of the bazaar trade and in all Eastern countries, the greater part of the people in the Straits Settlements are, from a monetary point of view, poor; and their individual capacity for purchasing foreign goods of any sort is meagre outside of the bazaar trade and the piece goods trade. A coolie on a rubber estate in the hinterland, for example, can afford little for foreign productions. The trade in many of those lines Canada manufactures as necessities for her own population become luxuries when brought to the East; therefore these sales are confined to a comparatively few thousands in the Straits Settlements. Many things in common use in Canada are either not needed or confined to the use of a few hundred Europeans

and wealthy Chinese. Further, in examining the market from the point of view of its purchasing capacity, the exporter should endeavour to avoid excessive anticipations as to the prospects of his goods. Travellers who visit the Middle East generally confine their tours to the ports, and very often their reports are misleading because of their inability to grasp what the actual ability of the back area population of consumers amounts to, away from the wholly artificial economic conditions prevailing in tranship ports like Singapore. Further, in Singapore itself, it has been well said, the average earnings of the Chinese worker (which is again higher than in the country districts) are comparatively negligible. The transient traveller is often ignorant of the thousands of poor, coming into contact solely with the well-to-do and even extremely wealthy Chinese at the ports he stops off at. In this respect the German traveller seems to the writer to have had the advantage, as compared with other travellers, as he takes great care to ascertain, as a rule, what the kampongs (villages) and plantation communities really can consume, and is careful to check the general importer's often biased or arbitrary view as to what can be sold. Further, he takes great care to investigate, where necessary, those restrictions of Eastern religions, which to the casual visitor may seem puerile, but which in the case of the Oriental are of such high significance.

In summing up therefore, before considering the various business channels in the Straits Settlements, the writer would take the opportunity of further stressing the need of great caution in making deductions on any aspect of Middle East commerce. He would venture to say that local figures of imports are often equally misleading, because they deal oftener with the country of consignment rather than with the country of origin, and generally lack precise itemized detail. They therefore do not greatly assist the man sitting at his export desk in Canada in forming a correct estimate of possible openings. Yet in spite of these adverse factors, for certain lines of products in the Straits Settlements, particularly among the Chinese, there is a growing demand for Western goods. This is due to the growing number of wealthy Chinese and of their very initiative habits in this particular part of the world, once they have begun to be possessed of sufficient funds to buy European products. This factor has led in a way also to a new phase in the business organization of this area, which is likely to become more important as time goes on. It tends to increase the number of Chinese firms who are actually now importing goods direct, rather than through the British merchant houses. Automobiles are now imported direct, and in the provision trade, as well as some other lines, shipments from California and England arrive direct for Chinese retail stores of the modern type. It must be remembered that such a Chinese importer has a much lower overhead than the somewhat old-fashioned and expensively run British general merchant house, whose employees are Europeans, and who are given perquisites in addition to their salary, such as transportation to and from Europe, doctors' bills and other allowances. In one way, the more the Chinese importer opens up and buys direct, the better it will be for the manufacturers, for it is only through the Chinaman himself that selling is done to the bulk, the Chinese consumer. Even many old merchant houses employ Chinese for this work, while the labours of the Europeans seem to be more confined to the actual import business and correspondence with the European and American factories, besides supervising these Oriental sales. In another aspect, this increase of Chinese importers is, however, until the bankruptcy laws of the Straits Settlements become more adapted to this condition, a danger. It is most dangerous for Canadian exporters to deal with unknown Chinese importers of this nature. This statement is in no way intended to create the impression that all Chinese houses are of this category and that it is undesirable to do business with them.

The writer simply wishes to say that at the present juncture, for firms inexperienced in dealing with Straits-born Chinese, it is not advisable, in the majority of cases, without careful investigation, to attempt to make a connection. From time to time this office has been able to put importers in touch with Chinese houses of good repute, and in dealing with them manufacturers could have confidence, provided that they from time to time carefully review the financial stability of the firms concerned. This must be done much more frequently than in the case of well-known British import houses, some of whom have been established over a century in Singapore—that is, practically as long as the port has existed.

Various Types of Organization

Before going into details of the various types of organization or channels through which goods can be sold to local consumers, it is as well to list these types together, in order that a general survey may be obtained of the selling methods. Under European management and European control, there are four main channels: (1) The import and export house; (2) the technical house dealing in machinery, constructional work, etc.; (3) the British departmental stores and shops; (4) the British commission agent.

The Chinese now go in for the general indent business and, to a smaller extent, the technical business. Undoubtedly they will be entering the large departmental store trade, as they have been singularly successful as the leading small retailers of the colony.

This is broadly the general aspect of the business organization, though there are also special channels. For example, the drugs and chemical supplies trade of the Straits Settlements is under the control of the medical fraternity. It may be said that the druggists import drugs, etc., direct without reference to the general import house. In the musical instrument trade, which is another case in point, European and American musical instruments have not a universal appeal, outside of the gramophone. Musical instruments such as pianos and organs are purchased by Europeans resident for their short spell of service in this climate and the younger Europeanized Chinese use such instruments. Two old-established musical instrument houses, one of whom imports its pianos from China, look after this trade. It is only amongst the Europeanized and wealthier Chinese that such musical instruments have any vogue. The Chinese themselves have a music which is entirely different from music known in Canada, just the same as the instruments are of an Oriental character. The gramophone, on the other hand, has become popular with the native, because on it they can hear their own songs in their own languages and their own music. It must not be imagined that the hundreds of cheap gramophones that have been sold to the Chinese class of tradespeople are playing the latest airs of the Western theatres. They are probably playing some well-known Cantonese singing girl's song. To the average Chinese ear Western music is a barbaric noise.

IMPORT AND EXPORT HOUSES

British import and export houses constitute the backbone of local commerce. These houses, however, are very difficult to interest in Canadian goods because they are very conservative. Originally pioneer firms, their managers now as a rule are promoted clerks and are directed by their London head office. There is no finer connection than these, but they appear to be somewhat lacking in initiative. They live on importing piece goods and supplies for rubber estates and tin mines on the one hand, and on the other they export Oriental tropical products such as tin, rubber, and copra, which are the three principal items

exported from the colony, and in a minor degree, sago, canned pineapple, and spices, to European and American buyers. In looking through the list of imports and exports it will be seen that white pepper or gum benjamin, cubebs or illipenuts have been imported by such and such a Chinaman, and a few days later some British merchant house will be exporting these to Europe or America. These houses have their own offices at Singapore, with other branches or very close connections or affiliations in Penang (also in the Straits Settlements), and in Kuala Lumpur and Ipoh in the Federated Malay States. They nicely extend credit to the Chinese and maintain a nice balance between the accounts of selling agents and those of buying agents. Thus in times of prosperity they levy heavy toll on commerce and act really as transportation agents.

There are two or three classes of this type of house. The old house, which was almost founded with the founding of the colony, and which came here really in the barter trade. Then there are the more modern houses of various sources of origin, some having grown out of being ships' chandlers. Others owe their origin to the plantation of rubber and its "boom." As an example of their various ramifications, the writer takes a very well-known and good house. This house has branches throughout the Middle East with its head office in London. Local managers can specify the agencies they wish to take on for their various zones and the type of goods. In fact, they purchase locally at their discretion, but the controlling end is in London. Each of these managers acts independently of the other in their various areas in the Middle East. Thus a firm may have them as agents in Java, Netherlands East Indies, but they may even hold a conflicting line in Bangkok or Singapore. They are entirely unprejudiced and trustworthy, and represent the finest type of British merchandising in the East. The house in question maintains (1) agencies representing one semi-independent government, one insurance company, three banks, and two shipping companies; (2) representation of rubber estates and tin mines, and with agencies of the various companies in this regard, can practically dictate what these companies buy, and they do their selling for them; (3) an engineering department with thirty-three exclusive agencies for this local area. (These include agencies for machine tools, lighting sets, pulleys, steam rollers and traction engines, cement, steel tubes, pipes and fittings, stone crushing and screening plant, electric cables, culverts and water gates, oil engines, gas engines, suction gas plant, steel bridges, steam and Diesel engines, pumps, sanitary ware, earthenware pipes, belting, steam engines and pumping machinery from another factory, light railway material, ball and roller bearings, water and measuring machines, pumps from a third factory, tar-spraying machinery, contractors' plant, air compressors, chains, oil burners, oil engines from another factory, lifting tackle, etc.)

This firm has also a general import business which includes Australian flour, paints, whiskies, brandies, wood preservative, oilcloth, floor covering, canned milk, typewriters (two factories), roofing, gin (two factories), stout, soaps, calculating machines, fire extinguishers, champagne, cash registers, asphalt (two firms), explosives, beer, disinfectants, ant exterminator, etc. It would therefore appear that they carry a number of conflicting agencies, which they do. Furthermore, attached is a subsidiary company to this firm, an automobile garage, which represents twenty-two agencies for cars, trucks, motor cycles, tires, sundries, batteries, carburettors, sparking plugs, oils. In addition to these, there are two motor insurance agencies carried by this firm. Besides the Singapore house, there are other houses at Penang, Ipoh and Kuala Lumpur in British Malaya, three in Java (Netherlands East Indies), and four in Siam.

In order to show that this is not an exception, the writer takes the case of another of these British import houses with a branch in Singapore—an older

house than the one just referred to. It has more shipping and estate than importing agencies. This firm represents ten shipping lines, nine rubber estates, and one coconut plantation, six insurance companies including two marine, while two of the insurance companies maintain their own direct personal agent from England in this firm's office. They have a special export department for two types of Oriental produce.

All of these firms carry local directors, who are given a nominal directorship in the company and possess the authority of a director while acting as local managers. The first of these firms carries seventeen European assistants in Singapore; in Kuala Lumpur it has a local manager. In Siam a different number of shipping and marine insurances, fire, life and general insurance agencies are carried, as well as an engineering department, and the European assistants number sixteen, in addition to the manager. The second firm carries in Singapore a board of directors of five, a secretary and nineteen European assistants, in addition to the attached agents' representatives.

A more recently formed house is handling a number of excellent lines and carries in Singapore six directors, two import managers with three assistants, and an export manager who also looks after the ice department. They have another branch in Penang with a director and four assistants. They also have houses in London, Bangkok, Medan, and Hamburg. In Singapore they represent an ice company, a rubber plantation, an insurance company, three whisky firms, two butter firms, and one wine firm. They are also agents for lemon squash, cereals, jams, hams and bacon, champagne, belting, paints and varnishes, thread, locks, wire ropes (two firms), perfumery (two firms—one French and one English), soaps (two firms), stout and ale (two firms), dyes, etc. Canadian manufacturers can therefore understand that these firms, carrying as they do numerous agencies, are very difficult to interest in a new commodity unless the brand is world-famous.

TECHNICAL HOUSES

Although the general import houses are often importers of machinery for the plantations which they represent, particularly when they have an engineering department—as, for instance, in the case of the first firm referred to above. The bulk of the machinery, however, is routed to the consumer through the engineering companies which have shops for repair and construction in Singapore and in the towns near the plantations and tin mines. Machinery for the treatment of the lower grades of rubber is made in Singapore, and so are tin-mining dredges. Such engineering companies are desirable representatives for such machines as may require careful repair work and periodical expert attention and a spare parts business. The Chinese tin mine owners are now beginning to adopt far more modern machinery in their tin-mining operations than under the old Chinese method of lompongs or open-cast mines. There is also a large business done in second-hand machinery, and such products as cement mixers frequently change hands in this way among the Chinese. The other day this office was asked to obtain quotations on a cement mixer. At the same time, the Chinese advertised for a second-hand mixer, which he obtained. This is the general practice in regard to pumping machinery, except when a Chinese falls into the hands of one of the technical houses for lack of second-hand machinery, and has to purchase new.

To take as an example one of such houses in Singapore. In order to give an idea of its ramifications, it must be stated that it has six branches in British Malaya (three in the Straits Settlements and three in the Federated Malay States). In Singapore alone they maintain a managing director, secretary,

general engineering department, a purchasing department, agency and publicity and an order department, accounts department, shipping department, works and stores staff, a mechanical department, dredge construction department, small steel foundry, civil engineering department with inside and outside staff, a constructional department, a sanitary department with inside and outside staff, a marine department and shipyard staff, a harbour department, a town store and an electrical department. It has a list of at least fifty-five engineering agencies, and probably many more that it does not care to list. This list includes engineering lines of all types, such as steel sashes, paints, concrete mixers, wire ropes, pipes and fittings, sanitary fittings, pneumatic tools, packings and jointings, marine motors, strong room doors, steel drills, blowers, filters, pumps, pulleys and bearings, diving gear, boiler coverings, files, box strapping, steel ceilings, rails, motors, dynamos, switchgear fans, cables, electric appliances, wireless apparatus, electric meters, etc.

This firm has, to the writer's knowledge, the representation of at least three factories manufacturing pumps of various classes; two firms for marine motors (one American and one English). In Ipoh, Penang, and Kuala Lumpur the same conditions prevail as those cited in Singapore, and a late comer in the field of technical lines is going to find it very difficult to market his products. The number of technical houses is really out of proportion to the needs of the country. Some day amongst them, as among the general import houses, owing to their overhead expenses, is going to be felt the influence of the growing knowledge of the young technically-trained Chinese. Electrical lines, on the other hand, are generally represented by a local organization of their own. In this way the English Electric, the General Electric, and the Western Electric companies are represented here by local managers and sometimes assistants. They often carry a variety of electrical agencies besides their own. For example, one firm represents three London, five New York, one Antwerp, one Paris, one Chinese, and one Japanese electric companies. These firms endeavour to appoint local Chinese technical firms to act as their sub-agents and thus prevent firms new to the area obtaining such services as their sub-agents.

In regard to marketing technical lines, exporters must remember that the conditions of one rubber estate and factory, or tin mine or pineapple cannery, are much the same as the next. Thus the tendency is for the type of machinery to become standardized for the estates or mines. In some cases stocks in agents' hands are essential so that immediate delivery can be guaranteed. Exporters not already represented will find difficulty in getting a connection with the big technical houses, though the number of local engineering houses is excessive from the consumers' point of view; on the other hand, from the exporters' point of view it is limited, and one and all have old-established connections.

DEPARTMENTAL STORES

There are three high-class retail importers of this type in Singapore who cater to the European and Eurasian and better-class Chinese and Malay trade. They have offices in London, England. One has a branch in Singapore and Kuala Lumpur. Another in Singapore is one of a chain of houses throughout the Middle East, and which also includes British South Africa and India in its field of operations. They have over half a dozen retail stores in the Malay Peninsula. The purchases of this latter firm have to be made or confirmed in London, although local managers can make recommendations. This is in fact the general rule. In the case of the first store, they are distinctly conservative, but they have, as in the case of the third firm, been induced to purchase Canadian goods, on being shown samples by a Canadian traveller. It

must be further understood that organizations such as these have to pay their European staff, making their overhead high, and that as soon as the Chinese have established departmental stores of a smaller nature, it may be expected that an easier opening will be made for Canadian goods that can compete. Their great complaint is that Canadian goods are slow in delivery, and the local buyers being English are naturally prejudiced in favour of the Old Country fashions. They have further considerable experience in what the country wants, but once a Canadian firm becomes connected with them, they will find them an excellent connection.

COMMISSION AGENTS

There are a certain number of more or less desirable types to be found in Singapore and other ports in this area. Usually these people tack on a high commission, so that when the Canadian factory price is also added, Canadian goods are unable to compete with those made on the Continent, where prices are so deflated to-day. The commission agent in the East is, as a rule, although there are of course exceptions, always working for himself and never for the factory. Except in certain lines this is a person to be avoided, and the writer has known at least three Canadian lines placed with commission agents who have never done any business during the last three years because of this fact. He is of course greedy for price news, in order that he can find an article which is manufactured cheaper somewhere else. It is not well for factories to approach commission agents in this part of the world unless through the Trade Commissioner's office, as the majority are known to the writer. When times are good they are business getters, but as they form no permanent connections for a factory, when times are bad they are useless. There are, however, certain exceptions, who are wholly reliable.

Development of Chinese and Oriental Importers

Although the writer has laid particular emphasis on the development of the Chinese firms desiring to import direct to-day, it must not be imagined that this growing aspect of development of Eastern trade is confined to this one race at the cosmopolitan port of Singapore. Only the other day this office received a request from a Madrasee firm for a direct connection in acetic acid, if Canadian firms could compete against Continental prices, "for," as the manager said, "in the past we used to draw our supplies from local stockists, but we are now desirous of getting into direct contact with firms in Canada, thereby minimizing our cost and to increase the quantity of our sales." This attitude of the Chinese and other Oriental importers shows a change in the conditions of the market. Of course, the Japanese have for a long time, throughout this part of the world, established their own local branches, and have carried on their business on a thoroughly westernized system. The Chinese, more conservative, though of a keener business acumen, have been content to import through European houses. If therefore this new phase is not a passing one, and continues for any serious period of time, the imports of the weaker general European houses must suffer in proportion, and their importance as trade links between exporters and importing Chinese houses must dwindle. As far as the writer can see, this is no passing phase, and that with the spread of European education the Chinese will endeavour to import direct those lines in which they are interested and for which the Chinese are naturally consumers, thus becoming independent of the European import houses. This tendency will affect the weaker and less skilful commission agent. The only factor that may retard this new development is the Chinese gambling propensity, and further, the necessity of a more thorough

study on their part of the sources of supply. Unfortunately for many Chinese firms they are related to so many other combinations that these ramifications of theirs often involve them in failure or losses of irresponsible third parties. In dealing direct with Chinese importers, a careful watch should be kept on their financial stability, as previously noted, and frequent advices from the bank should be obtained. Yet with these reservations no exporter, except in the very technical lines, can afford to-day to overlook the increasing importance of the Chinese import firms for the ordinary commodities.

The retail trade is in the hands of the Chinese for such lines as food-stuffs, tailoring, and a certain amount of hardware, cobbling, motor accessories, electrical supplies, etc. The Chinese in the Straits Settlements are purchasers of canning machinery. If a steam laundry is ever introduced here, it will be through the Chinese. The bakeries are in their hands. In fact, in all branches of the commercial life they are the most active factors. Again, they are not only produce merchants, but they are also mine operators, mining and plantation labourers, and house boys. The wealthy Chinese furnish the market for high-priced commodities. They own the most expensive automobiles and their wives and daughters wear the most expensive jewellery. As a distinguishing factor, the Chinese retailer is supreme. One Chinaman may have several stores, and often the more successful and larger of the town firms finance the smaller Chinese stores in the native villages, thus really controlling a chain of stores. For the Chinese rubber plantations, goods must be routed through Chinese business organizations that are affiliated with them, in the same way as for the European plantations goods must be routed through their European agents. In the ship chandlery business they are beginning seriously to enter this trade for non-technical lines, but for engine-room supplies the trade is done through the European engineering houses.

The great and difficult problem for the Canadian exporter is the granting of credit to these people, and it needs a most careful study on the spot before credit is warranted. This by no means infers that all Chinese are unworthy of credit, but it infers that the probability is that Canadian exporters will not come into contact with the best houses unless they visit the area themselves. Again, it must be remembered that their financial methods are not such as will be understood in Canada, and owing to this superficial knowledge of importing, the exporter is likely to find himself embarrassed. The most advanced line in which the Chinese have entered in direct importations is the automobile industry, and they have been well treated by American manufacturers and some Canadian on the same basis as European dealers. The only way to really grant a credit to Chinese firms is after the slow process of repeated successful business transactions when confidence has been built up between the manufacturer and the importer. This period of test will weed out the gambling firms that in a boom period do well, and then collapse in a period of distress. Unless a long period of business transactions has transpired, it is unwise to grant credit to the Chinese to gamble with. As a final warning, no business should be transacted with these houses unless reports from a reliable party warrant transactions, or the exporter himself visits the territory and comes into close contact.

REDUCTION IN LETTER RATE TO THE BRITISH WEST INDIES

The rate of postage on letters to the British West Indies has been reduced to three cents for the first ounce and two cents for each subsequent ounce, effective July 1. This is the rate which applies within Canada itself and to the United States and Mexico.

The new rate applies to letters for Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Bahamas and Jamaica, British Guiana and British Honduras.

SHOEMAKERS' ACCESSORIES FOR JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

Singapore, May 30, 1925.—In view of the fact that local cobblers are competing very well in the East in the making of European shoes with those imported, being cheaper than the latter and of the latest style, and also the very large business done in sandals, etc., for the Javanese, there is a market in Java for various products for this trade. As Canadian firms have recently done very well in the business in shoe tacks in that area, the co-operation of Canadian manufacturers of other lines for this trade, if they can quote competitive prices, is requested. Lasts (European rather than American styles are preferred), heels, and accessories are now imported.

BRASS TACKS

Japan practically monopolizes the import of brass tacks and, contrary to the usual run of Japanese goods, those supplied are of a very good quality. Formerly France supplied these tacks as well, but she has fallen out of the business. They are used for the native sandals, and are driven in in such a way to form an attractive design by way of adornment, and thus the business is fairly large. This office is in touch with a large importer in Java who has had inquiries for brass tacks from as far away as Sumatra and Borneo. If Canadian manufacturers can compete with the Japanese prices, they can do through this channel a nice business. (A card of the Japanese make has been filed with the Department of Trade and Commerce, Ottawa.) All the numbers from 8 to 16 mm. are sold, and they come packed in boxes of 1 pound, 100 packets in a case. The Japanese makers quote one price for all sizes, and the price is at present 56 yen or approximately \$23.50 (gold) per 100 packets of 1 pound c.i.f. Batavia. This price the clients for the moment find too dear, and it has reduced imports, although there is still a good demand. If a Canadian factory can quote slightly below this price, a large business should be obtainable.

LEATHER UPPERS

In the lighter cheaper grades, the United States, England, and even Germany are now competing and sending consignments. (A small sample of cheap upper leather, imitation kid, also known as imitation Chevreux, fifth grade, much in demand in Java, has been filed with the Department of Trade and Commerce, Ottawa.) The Java market requires only the two cheapest grades made, known as fourth and fifth grade. The upper leather is required in black and light and dark tan. The price at the present time of the fourth grade is 5d. and of the fifth grade 3½d. per foot c.i.f. Batavia. Another quality is the velvet and glacé for ladies' shoes in all the most fashionable colours.

SHOE CANVAS

In view of the fact that Canada is competing well in canvas rubber-soled shoes in Java, one is led to conclude that competition should be offered in the accessories of this business—canvas, cotton shoe laces, eyelets and hooks. (Two samples of canvas required in Java have been filed with the Department of Trade and Commerce, Ottawa.) They are cotton to duck, also known by the name of poplin, and are in good demand. Competitive price to-day of samples sent is 2s. per yard, width 36 inches, c.i.f. Batavia. So also are cotton shoe laces in white, black, and brown in lengths of 60, 70, 80, 90 and 100 cm. Quotations should be for pairs. Quite recently a Canadian firm quoted Singapore for single

shoe laces, and would have done a good trade if their quotations had been for pairs. The shoe canvas is wanted in white and other colours. This office has two prominent importers interested in this trade, and also in canvas in stouter material for waterproof covers and sunblinds. There is a demand for a variety of canvas in all prices.

HOOKS AND EYELETS

There are around thirty different kinds in demand in the Java market, and prices vary according to the material, brass or otherwise, and the shade. The top of the eyelets and hooks should be painted with a celluloid bright paint; plain brass or nickelled tops are not suitable. They must invariably have a brass shaft, as otherwise, owing to climatic conditions, they rust in the shoe. In addition to the shoe trade, hooks and eyelets are in demand for the straw hat trade, when they may be made in iron, but must have celluloid paint. They are also in request for paper and other stationery requirements, when they must be "silvered" and of small size. This office is in touch with an importer in Java interested in this line, and it is suggested that Canadian manufacturers, if interested, should forward a card of samples in the range they manufacture, so that the kinds suitable for the trade here could be pointed out. (A card of samples of types in demand has been filed with the Department of Trade and Commerce, Ottawa.)

SHOE POLISHES

Black liquid in bottles and shoe paste in tins command a ready sale in Java, provided they are made to suit the tropics and keep well. This office is in a position to place a manufacturer in connection with an interested importer in Batavia. One American shoe polish which is well liked is Bixby's jet-oil shoe polish, packed in a bottle cased in a carton.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, July 8, 1925.—There is a seasonal slackening in some lines of production, and it is reported that, although output in textiles, lumber, leather, iron and steel is in excess of consumption, the accumulation of stocks gives no ground for anxiety. Freight car loadings are in excess of last year's. The retail trade reports no falling off in the volume of business, and trade reviews indicate a better demand for summer goods than at this time last year. Agents of the Federal Reserve System in the various districts report activity in the majority of basic lines, but declines in factory production and employment, with a maintained distribution of goods and commodities. Bank debits in most sections are reported large and ample funds available. Crops are in good condition in the great producing sections of the West, and for the first time in years can be marketed with local credit facilities.

THE STEEL INDUSTRY

Steel mill operations during the past half year averaged 83 per cent, as compared with an average of 66 per cent in the previous six years. The steel trade therefore has a rate of consumption higher than that of last November, with prices substantially the same. Reports are current that producers are making efforts to bring about stabilization of prices in the industry.

THE BUILDING INDUSTRY

Activity in the building industry continues to be maintained, and there is no evidence that there will be a slackening in the immediate future. Various reports agree that this year's building operations are likely to be equal to those in the recent record years.

BUSINESS FAILURES

Bradstreet's report that business failures in the United States during the first six months of this year were 10,344, as compared with 10,495 in the corresponding period of 1924. The aggregate liabilities of the companies which failed were also smaller, being \$271,642,646 as compared with \$443,394,737.

THE CROP SITUATION

Crops and the crop prices appear to be an important factor in the business situation at the moment. In this connection the National Bank of Commerce in New York says: "The course of business from now until the close of the year will be determined primarily by crops and by agricultural prices. Aside from these unknown factors, all signs are favourable, and if crop yields are reasonably good and farm prices profitable, business will be better during the last half of 1925 than it has been during the first six months of the year." The wheat crop will be 212,000,000 bushels smaller than the 1924 crop, according to the June forecast of the United States Department of Agriculture. Such a yield would greatly reduce the surplus available for export. Notwithstanding some adverse factors, it appears to be the consensus of opinion that on the whole the agricultural outlook is favourable. In its July review the Department of Agriculture says: "Given strengthening live stock markets and fair feed crops, plus fair returns from wheat and cotton, farmers would come out of 1925 better than they have in most years since 1919." The department places the condition of the cotton crop at 75.9, which is more than two points over the average of all private estimates. The area under cultivation is 46,448,000 acres, which is more than was generally expected in the trade. A total yield of 14,339,000 equivalent 500-pound bales is forecast—the largest since 1914.

PRICES

According to Dun's index number of average prices, commodity prices advanced 0.4 during June. Prices of breadstuffs declined, but these were offset by a sharp advance in meats and provisions. With the exception of metals, the index numbers in all other groups of commodities were higher.

FOREIGN TRADE

The foreign trade of the United States increased during May. Larger imports from both North and South America were offset by decreases in the imports from Europe and Asia and, with the exception of Asia, the various world divisions increased their consumption of United States products during May, as compared with a year ago. Total exports for the month were \$371,421,182, as compared with \$355,088,791 in May of last year. Imports were \$327,416,108, as compared with \$302,987,791.

THE MONEY SITUATION

The consolidated statement of the condition of the Federal Reserve banks on July 1, made public by the Federal Reserve Board, shows an increase of \$92,600,000 in total earning assets, \$18,800,000 in Federal Reserve note circulation, and a decrease of \$31,900,000 in cash reserves.

Foreign exchange remains comparatively stable. At the time of writing the French franc and the Italian lira are moving to higher levels. During June the Canadian dollar remained at par and it is now at a premium of $\frac{1}{32}$ per cent.

PRESENT SITUATION OF THE ARGENTINE LIVE STOCK AND MEAT INDUSTRY

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, June 17, 1925.—To arrive at a just appreciation of the present sound and progressive condition of the Argentine live stock and meat industry, it will be of value to review in a few lines the early history of her flocks and herds. The sheep and cattle which had been brought over from Spain by the early colonists thrived upon the rich, fresh grasses of the plains, where they were able to browse in comfort on account of the mild or temperate climate which prevails in Argentina throughout the year. This early live stock multiplied in such numbers that it outgrew the needs of the people, ran wild and finally degenerated into an inferior native type. Live stock producers for two hundred years preceding the present generation only slaughtered (except for the small local consumption) for hides and tallow, for which there was a large demand in Europe. During this period there was no intercontinental trade in fresh meat between America and Europe, as there were no means of keeping it fresh during the voyage. As the per capita production of European meat was decreasing, causing a shortage during the latter half of the nineteenth century, a considerable quantity of jerked or dried beef found its way from the Western Hemisphere to Europe.

BEGINNINGS OF FROZEN BEEF EXPORTS

With the coming of cold storage ships some fifty years ago, United States packing houses entered into the shipment of fresh beef to Great Britain and to the Continent to supply the ever-increasing shortage, and they built up in time a huge selling or marketing organization extending to all the populated centres of Europe. While North America was improving her stock and her packing houses were sending frozen beef to England, Argentina was yet only conversant with jerked beef as a product for export. As jerked beef had only a very limited demand in Europe, and as slaughter-houses gave no higher price for good than for third-rate animals, there was no incentive to increase the industry or to breed up the stock. The Argentines, however, were not long in following the methods of their northern cousins, and in 1883 they established their first modern packing house furnished with freezing equipment and immediately commenced shipping frozen beef to Great Britain.

DEVELOPMENT OF PACKING INDUSTRY

This first modern slaughter-house in Argentina was soon followed by two others, and by 1903 there were seven companies engaged in the export of frozen beef. Cold storage facilities were later improved to allow meat to be transferred in a chilled condition. Under this method the meat arrived in England and was put on the market with almost as fresh an appearance as English killed beef. These new meat companies offered a premium for better animals for chilling purposes, and this led to a general improvement of the stock throughout the country, with the result that to-day Argentine beef cattle, as a class, cannot be excelled anywhere. On account of the tremendous increase of Argentine exports to Europe and the falling off of the supply from North America which has been taking place during the last fifteen years, the United States packing houses foresaw in the near future the elimination of their huge Continental business through lack of supplies. The Boer War had further stimulated meat exports from Argentina, which resulted in the establishment of four new slaughter-houses. At this time the production costs of first-quality beef were far below those of the

United States. Freight rates from Argentina were not as low as from North America, but nevertheless Argentine producers could easily undersell North American packers. When it became evident that Argentina was destined to be the chief meat depot of Europe, one after another of the great United States meat companies established packing plants in this southern republic. To-day there are ten United States, British, and Argentine companies operating in Argentina and five across the river in Uruguay. These organizations have developed the meat industry to a high standard of efficiency, and have also brought an assured future of prosperity to live stock breeds of the River Plate.

Frozen beef exports from Argentina for the first four months of 1925 totalled 1,713,716 quarters; chilled beef, 1,501,642 quarters; frozen mutton, 933,408 carcasses; and frozen lamb, 544,754 carcasses. This shows a substantial increase of 339,591 quarters of beef and 43,261 carcasses of mutton and lamb over shipments for the same months of last year. The greatest increase has taken place in frozen beef, which goes to European countries other than Great Britain, while the increase in chilled beef, almost all of which goes to Great Britain, has been very little. The majority of European countries other than Great Britain seem to prefer frozen meat, whereas the taste in Great Britain, centering on stakes and roast beef, demands that the meat arrive in a chilled condition. The chilled beef exports for the first four months of the current year show an increase of 28,517 quarters over the same period of 1924. Frozen beef, on the other hand, shows an increase of 311,074 quarters over the first four months of 1924. Chilled beef, which, as has been said, goes almost altogether to England, has increased from 74,598 quarters during the year 1919 to 4,794,361 quarters for the year 1924. Frozen beef exports—which now go largely to European countries other than Great Britain—amounted to 5,033,596 quarters in 1919, dropped to 1,958,434 quarters in 1922, but for the year 1924 had increased again to 4,752,291 quarters. Lamb and mutton carcasses have increased from 1,644,177 in 1919 to 3,448,905 in 1924.

PRICES

Packing houses are paying for cattle from 6.36 cents (Canadian currency) to 6.73 cents per pound, live weight, for first-class chillers; 5.1 cents to 5.64 cents for freezers; and 4.55 to 5.27 cents for continentals. Other classes of cattle for local consumption are bringing from 2.18 to 4.36 cents. Sheep sell at from 6 to 6.9 cents, and pigs from 7.82 to 13.27 cents per pound. Meat has been selling in Europe recently at very low prices, when considered in the light of the prices which have been paid in this country for good-quality stock for chilling and freezing purposes.

IMPROVEMENT IN MARKET CONDITIONS

Stock raisers are experiencing much better times now when prices and sales are compared with the 1921-24 period, during which time production was much above consumption and when costs were greater than the prices for which animals could be sold. Europe is fast returning to its pre-war position in respect to meat consumption, but it is still far from supplying its own needs to the same extent as before the war, and it is not likely to materially increase its home production while good South American meat can be had at such reasonable prices as at present prevail. A much improved market for South American meat and stock raisers not only exists at present, but is definitely assured for the future. The increased European purchases have, however, been maintained at very low prices—so low in fact that some Argentine packers have not been able to kill and export at a profit, and on account of very competitive buying on the part of packing houses stock raisers have been receiving excessive prices. The

manager of one important packing house, which has temporarily closed down, stated to the representative of an Argentine newspaper that on European business his company was losing \$16 (Canadian) on every animal slaughtered.

In relation to the prices which Europe is paying for imported meat, there is no doubt that the Argentine producer is receiving an enhanced price, but whether in the adjustment which must eventually take place the European buyer will pay more or the Argentine producer will receive less is for the future to disclose. It seems certain, however, that the difficult times through which the stock producer has passed during the last three or four years are at an end and that this basic industry of Argentina has not only returned to normal, but is well on the road to increased prosperity.

Argentine Exports of Frozen and Chilled Beef and Frozen Mutton and Lamb for 1924

	Frozen Beef Quarters	Chilled Beef Quarters	Frozen Mutton Carcases	Frozen Lamb, old Carcases
United Kingdom	1,054,829	4,734,459	1,539,887	1,548,939
United States	6,594	684	15,748	6,000
France	661,347	....	226,479	7,796
Germany	718,687	....	24,986	3,250
Belgium	1,065,746	....	32,493	2,269
Italy	683,416	....	1,603	....
Holland	409,451	....	....	....
Orders	150,041	59,218	27,533	6,066
Other countries	2,180	....	2,297	3,529
Total, 1924	4,752,291	4,794,361	1,871,026	1,577,879
1923	2,643,144	4,112,275	1,865,178	1,546,237
1922	1,958,434	3,137,112	1,889,266	1,522,823
1921	3,005,903	1,743,635	2,041,101	875,910
1920	4,549,679	629,213	1,193,863	562,854
1919	5,033,596	74,598	1,425,845	218,332

CONDITIONS IN SHANGHAI: WARNING TO CANADIAN EXPORTERS

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, writes that in view of the extremely disturbed economic conditions in China at the present time it is advisable that the greatest care be taken by Canadian shippers in regard to financial transactions with Chinese firms. All Chinese banks in this district are at present date (June 15) closed, and are boycotting foreign bank notes and bills of exchange. This situation, however, is not likely to become more serious as it is practically impossible for the native banks to function without the assistance of the large foreign banks here. No shipments should, however, be made other than through irrevocable letter of credit as the dock and shipping situation is extremely uncertain.

REVIEW OF BELGIAN IMPORTS FROM CANADA, APRIL TO DECEMBER, 1924

TRADE COMMISSIONER A. S. BLEAKNEY

[Subjoined is a report by the Trade Commissioner in Belgium on articles the value of which for the period stated was under \$10,000. Former reports of this series, which dealt with imports from Canada of a value of over \$10,000 for the period stated, were published in Nos. 1107, 1108, and 1113.]

RAGS

Imports into Belgium of rags from Canada were valued at \$8,986 for the April-to-December period of 1924, as against \$27,432 in the corresponding

period of the previous year. Since the Armistice small lots of rags have been sold, some of which have been re-exported to France. Rags find a large international market, and Belgium also sells small quantities to Canada. The paper industry, in which they are used, includes about 30 mills, but high-class paper containing rags is not in large demand locally. France, Britain and Germany are Belgium's principal sources of supply. Imports in the first ten months of 1924 totalled 29,000 metric tons, while exports were 46,500 tons.

HAMS AND BACON

Imports of hams and bacon, shoulders and sides into Belgium from Canada were very small in the April-to-December period of 1924, and showed a decrease over the corresponding period of last year of \$13,108. Canadian sales of these products to Belgium are all post-Armistice. The market is largely for fat pork products, which are imported from the United States, Canadian bacon being usually too lean for the general demand in this country. The large United States packers have offices at Antwerp and practically control this trade. In the calendar year 1924 they shipped \$3,418,812 worth of hams and shoulders, and \$1,204,596 worth of bacon. Lean bacon is only seen in a few shops specializing in English food products. There is a regular market at Antwerp, however, for fat pork products, which are regularly quoted on the produce exchange.

ACETATE OF LIME

Imports from Canada of acetate of lime are small, but promise development. The 1924 figure was \$1,435. In 1914 the value was \$70,000. This article is used principally for the manufacture of acetic acid, used in making white lead. Belgian purchases are almost entirely from the United States.

ADDING MACHINES AND PARTS

American and German adding machines are popular in Belgium, the principal marks known here being "Burroughs," "Dalton," "Marchant," and "Brunsviga," the two latter being used in banks for calculating exchange. Other suppliers are France, Switzerland and Great Britain. The imports from the Dominion, which are given as \$4,838 in the stated period for 1924, are smaller than in 1923 which showed \$11,889.

TOILET SOAP

It is surprising to find shipments of Canadian toilet soap to Belgium and even to France. A well-known Canadian and American brand was introduced after the Armistice, when there was a great shortage in Belgium. In 1920 Canadian imports of soap totalled nearly \$300,000, which fell to \$50,000 in 1921. This brand is, however, now made in France and all the soap of this make sold in Belgium is imported from the French factory. The figure of \$4,328 credited to Canada in the returns represents a few shipments from the Canadian factory last year. This business has been lost owing to lower manufacturing costs in France, and was only rendered possible by abnormal demand after the Armistice.

APPLES, FRESH AND DRIED

The Belgian apple crop in 1924 was good, and only one carload of Canadian apples came forward in the April-to-December period of 1924. Competition from America was keen, and together with the good Belgian crop rendered prices uninteresting for the importer. The market for dried apples during this period, on the other hand, was better than last year, total importations being 368 tons for ten months as against 159 tons for the calendar year 1923. Most

of the imports were from the United States. The local agent of an important Canadian exporter explains that the growing use of apple paste, which is more easily utilized, is damaging the sale of dried apples. The United States sales for the 1924 calendar year were valued at \$33,000, against \$120,000 in 1914.

ALUMINIUM MANUFACTURES

The item of \$3,156 for aluminium manufactures is of little importance, as Canada also imports small quantities of aluminium utensils from Belgium, which country exports large quantities to a dozen different countries. Her principal purchases are from France and Switzerland, the former being the chief source of supply. Canada exports small quantities of aluminium in pigs to Belgium, but in manufactured articles Belgium has the advantage of cheaper labour.

FURS

In so far as the shipments of \$2,729 worth of furs during the April-to-December period of 1924 are concerned, it is important to note that the principal Canadian furs bought in Belgium are purchased by the Belgian furriers on the London auction where the goods can be seen. One of the prominent importers estimates the annual consumption of Canadian furs in Belgium at between a half and a million dollars. He states that nearly all the white, blue and silver foxes used in Belgium are Canadian, as well as 30 per cent of the mink, 50 per cent of the muskrat, and nearly all the beaver and lynx.

BATTERIES, TELEGRAPH AND TELEPHONE APPARATUS

It is believed that the item of \$2,360 under this heading refers to Canadian-made radio equipment: the imports for the corresponding period of last year were \$3,580. The radio industry in Belgium is at present going through a period of reaction after an initial period of abnormal activity. (A report on "Radio in Belgium" was published in *Commercial Intelligence Journal* No. 1000: March 3, 1925.)

PAPER BOARD

There was good sale of paper board in the April-to-December period of 1921 which was valued at \$22,519, when this product was stocked in the principal towns and cities of Belgium, with a central agency in Brussels. Owing, however, to the unfavourable exchange rate stocks were allowed to run out. The figure of \$2,329 is a little less than for the corresponding period of 1923, which was \$3,155. It is believed that next year will see a revival of this business.

ARTIFICIAL ABRASIVES

Artificial abrasives are largely shipped from Canada to the United States, and apparently small shipments worth \$2,175 against \$1,483 in the 1923 period have been exported to Belgium. The market here is more particularly for abrasive wheels. (A report on "Abrasive Wheels in the Belgian Market" was published in *Commercial Intelligence Journal* No. 1086; November 22, 1924.) The principal United States company manufacturing this article in Canada is represented in Belgium.

THE WAIKATO WINTER SHOW

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, June 6, 1925.—The Waikato Winter Show, held annually at Hamilton, New Zealand, is claimed by many authorities to be the largest dairy and agricultural exhibition of its kind in the world. The 1925 show opened on June 2 and continued until to-day. Hamilton is situated 86 miles south of

Auckland, in the centre of the Waikato district, known as the "Empire's Dairy Farm," and consequently the Winter Show is principally devoted to agriculture, embracing dairying, horticulture, fruit-growing and similar activities, with due consideration to such domestic industries as needlework and cooking, and to school work such as models and drawings. A new section of the exhibition was this year devoted to the display of motor cars.

As the present season of the year is one of comparative slackness on the farms, there are many farmers visiting Hamilton, and with this in mind various firms have installed exhibits of machinery and accessories for agricultural development such as ploughs, harrows, seeders, etc., milking machines, cream separators, seeds, fertilizers and similar commodities.

The exhibition serves not only as a means of drawing the agricultural community together once a year and thus enabling new methods and developments to be discussed, but further by the provision of suitable prizes, encourages each farmer and organization to produce the best possible root crops and dairy produce, and in this way the Winter Show plays an important part in the agricultural life of New Zealand. In addition to awards offered by the authorities, various firms in New Zealand and elsewhere offer special prizes. For example, one local company offers a gold cup valued at one hundred guineas to the producer of the best swede turnips, to be grown under ordinary field conditions with a certain variety of fertilizer.

Judging by the large attendance, the spirit of co-operation and enthusiasm evident, and the excellent displays of agricultural and dairy produce, it may safely be said that the project is very successful, and of considerable assistance to the farmer, and therefore to the entire community.

INCREASE OF POSTAL DUES IN COLOMBIA

Mr. James Cormack, Canadian Trade Commissioner in Jamaica, writes under date June 20, 1925, that the Government of Colombia have recently made some changes in the existing charges on imported packages by sample and parcels post. Samples for Colombia, sent by post, if marked *Muestras sin Valor* (samples without value), which formerly entered free, are now dutiable if of any saleable value whatsoever, and also subject to other charges, and including a Government stamp tax of one peso (\$1) on each shipment. The heavy imposts on parcels of small value will probably have the effect of confining business to the larger native and foreign import houses, by making shipments of a lesser value than about \$30 unprofitable.

EXTRA TAX ON IMPORTS IN NEWFOUNDLAND

With reference to the notice which appeared in the *Commercial Intelligence Journal* No. 1110 (May 9, 1925, page 450) respecting the revision of the Newfoundland Tariff, information has been received from the Deputy Minister of Customs, Newfoundland, to the effect that the former surtax of 10 per cent is not continued under the new tariff. The extra tax of 5 per cent is still imposed, but is levied only on the current domestic value of the goods as shown by the invoice. This tax was formerly leviable on the value plus freight and duty.

MAURITIUS EXTENDS PREFERENCE TO CANADIAN GOODS

The British Board of Trade *Journal* of June 25 announces that a proclamation has been issued by the Governor of Mauritius extending the customs duties set out in the Customs Preferential Tariff Ordinance, 1924 (No. 20 of 1924), to goods imported into Mauritius from the Dominion of Canada.

According to a previous announcement in the *Board of Trade Journal*, there is a British preferential rate in Mauritius of 12 per cent ad valorem as against 20 per cent ad valorem on motor vehicles other than motor lorries, accessories and component parts, including tires and tubes. On certain other goods the British preferential rate is 12 per cent and the general tariff is 15 per cent, among them being biscuits sweetened and cakes, confectionery, certain glassware, jewellery, motor lorries and parts, musical instruments and parts, toilet preparations, silk manufactures, toys and games.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 13, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 13, 1925. Those for the week ending July 6, 1925, are also given for the sake of comparison.

		Parity	Week Ending July 6, 1925	Week Ending July 13, 1925
Britain	£	1.00	\$4.8587	\$4.8612
France	Fr.	1.	.0471	.0470
Italy	Lire	1.	.0375	.0372
Holland	Florin	1.	.4008	.4007
Belgium	Fr.	1.	.0466	.0465
Spain	Pes.	1.	.1455	.1452
Portugal	Esc.	1.	.0515	.0515
Switzerland	Fr.	1.	.1947	.1942
Germany	Reichs Mk.	1.	.2380	.2380
Greece	Dr.	1.	.0165	.0160
Norway	Kr.	1.	.1820	.1780
Sweden	Kr.	1.	.2682	.2686
Denmark	Kr.	1.	.2069	.2064
Japan	Yen	1.	.4075	.4100
India	R.	1.	.3675	.3675
United States	\$	1.	.1/32 D	.1/32 Dis.
Mexico	\$	1.	.498	.4975
Argentina	Pes.	1.	.424	.4050
Brazil	Mil.	1.	.324	.1125
Roumania	Lei	1.	.193	.3415
Jamaica	£	1.	4.86	4.8512
British Guiana	\$	1.	1.	4.8500
Barbados	\$	1.	1.	
Trinidad	\$	1.	1.	
Dominica	\$	1.	1.	
St. Kitts	\$	1.	1.	
Grenada	\$	1.	1.	.9912—1.0262
St. Vincent	\$	1.	1.	.9912—1.0262
Tobago	\$	1.	1.	
Shanghai, China	Tael	1.	.708	.7737
Batavia, Java	Guilder	1.	.402	.4025
Singapore, Straits Settlements ..	\$	1.	.567	.5700

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Bldg., Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHELBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

878. SYRUP.—An old-established firm in Heidelberg, with a branch at Hamburg, Germany, desire to represent a first-class Canadian firm exporting syrup in tins.

879. FROZEN SALMON.—A Grimsby (England) firm of fish merchants and curers are desirous of purchasing Canadian frozen salmon direct from Canadian shippers who are not already represented in the United Kingdom.

880. CANNED SALMON.—An old-established firm in Heidelberg, with a branch at Hamburg, Germany, desire to represent a first-class Canadian firm exporting canned salmon.

881. TINNED FISH.—Canadian exporters of tinned fish would do well to communicate with a firm in Milan.

882. DRIED AND SALTED FISH.—A Milan firm are anxious to receive offers and quotations from Canadian exporters.

883. SALT FISH, PURE LARD AND OIL.—A company at Santo Domingo, R.D., with exceptional connections, are desirous of securing an agency for these commodities.

884. PACKING HOUSE PRODUCTS; FROZEN MEAT.—A firm in Milan would like to be appointed representatives of Canadian exporters.

885. GRAIN.—An old-established firm in Heidelberg, with a branch at Hamburg, Germany, desire to represent a first-class Canadian firm exporting wheat, oats, barley, rye and maize.

886. GRAIN.—A Milan firm would like to open up business connections with Canadian exporters of wheat, oats, and other grains.

Miscellaneous

887. LINSEED CAKE.—An old-established firm in Heidelberg, with a branch in Hamburg, Germany, desire to represent a first-class Canadian firm exporting linseed cake.

888. DRUGS, CHEMICALS, ETC.—A London company of manufacturers' agents are desirous of securing the sole selling agency for the United Kingdom of Canadian manufacturers. The chief lines handled are drugs, fine and heavy chemicals, soap and proprietary articles.

889. SOAP.—An Athens importer would like to open up business connections with Canadian dealers in soap. Port of entry: Piræus.

890. HOSIERY AND KNITED GOODS.—A Manchester firm would like to hear from Canadian manufacturers willing to appoint an agent for the above lines. Commission basis only.

891. TEXTILES.—A Greek firm would like to import cotton and woollen textiles from Canada. Port of entry: Piræus.

892. LEATHER.—Canadian leather exporters are requested to forward quotations suitable for the boot and shoe trade to a firm in Leicester; also scrap leather.

893. LEATHER.—A house in Leicester desires quotations on all classes of leather from Canadian exporters.

894. BELTS; BELTING LEATHER; CAMEL HAIR.—An Italian company would be willing to open up business connections with Canada.

895. PAPER.—A Leicester firm would be interested to receive quotations on strawboards, pulp boards, tissues, and wallpaper, also wrapping papers, from Canadian exporters.

896. BLEACHED PULP.—A well-known import firm in Tokyo desire to hear from Canadian mills able to supply them with good bleached wood-pulp. Samples requested immediately.

897. PULP BOARDS, CARDBOARD, KRAFT PAPER; BOX SHOOKS.—A Dublin firm wish to purchase above on own account.

898. SITKA SPRUCE.—An Argentine importer wishes to receive quotations c.i.f. Bahia Blanca from Canadian exporters of Sitka spruce. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

899. SHOOKS, CEMENT, ETC.—A firm in Cork wish to buy on own account timber and box shooks, cement, clay goods, and galvanized sheets.

900. GRAMOPHONES.—Canadian firms handling gramophones are asked to send offers and quotations to a Greek importer. Port of entry: Piræus.

901. ABRASIVES AND FILES.—Canadian exporters of abrasives and files are asked to communicate with a Palermo house.

902. ASBESTOS AND ASBESTOS PRODUCTS.—A Sicilian company are anxious to represent Canadian firms exporting asbestos and asbestos products.

903. NON-FERROUS SCRAP METAL.—A North of England metal merchant is interested in securing c.i.f. offers from Canadian shippers on brass and copper tubing for redrawing; also "heavy yellow," gunmetal, and German silver-scrap.

904. SCRAP METAL.—A large British firm, which has imported considerable quantities of scrap metal from Russia and the United States, would be glad to hear from any reliable firms in Canada able to supply bar ends, mild steel rounds, squares, flats, angles and channel ends. Present price of similar scrap from England runs about £7 per ton c.i.f.

905. FENCING WIRE, HARDWARE, ETC.—A firm in Taihape, New Zealand, are desirous of establishing business relations with Canadian exporters of hardware—fencing wire, nails and staples, gate hinges, tools, carriage bolts and nuts, and screws. Interested firms are requested to communicate with the Department of Trade and Commerce, Ottawa (quoting file No. 24907).

906. BUILDERS' HARDWARE.—A Palermo concern wishes to import builders' hardware of Canadian manufacture.

907. WIRE FENCING MACHINERY.—A Lancashire manufacturer of wire products asks for the addresses of Canadian manufacturers of wire fencing machinery.

908. MACHINERY AND HARDWARE LINES.—An Argentine manufacturers' agent, with head office in Buenos Aires and branch offices in Lima, Peru, Sao Paulo (Brazil), and Santiago (Chile), representing companies, wishes to hear from Canadian manufacturers of products covering machinery and hardware lines interested in appointing an agent for South America. He will arrive in New York on July 20, and it is suggested that Canadian firms interested should write to the Canadian Trade Commissioner, 44 Whitehall street New York, on whom the manufacturers' agent concerned will call upon arrival in the United States.

909. AUTOMOTIVES AND ACCESSORIES.—A Dublin firm wish to purchase motor lorries, buses and cars, motor accessories, parts, etc., and tractors (motor), either on own account or as agents.

910. TOOLS.—A Palermo house would like to open up business relations with Canadian exporters of machine, plumbers', electricians', and carpenters' tools.

911. ELECTRICAL APPARATUS AND APPLIANCES.—Canadian firms interested in the Italian market are requested to send offers and quotations, possibly c.i.f. Naples, to a Palermo house dealing in electrical apparatus and appliances.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ausonia, Aug. 1; Ascania, Aug. 15; Antonia, Aug. 22—all Cunard Line.

To LIVERPOOL.—Montcalm, July 24; Montclare, July 31; Montrose, Aug. 7—all Canadian Pacific; Megantic, July 25; Regina, Aug. 1; Canada, Aug. 8; Doric, Aug. 15; Megantic, Aug. 22—all White Star-Dominion; Auranía, July 24; Alaunia, Aug. 7; Aurania, Aug. 21—all Anchor-Donaldson.

To LONDON.—Brandon, July 25; Bosworth, Aug. 1; Brecon, Aug. 8—all Canadian Pacific; Verbania, July 25; Ausonia, Aug. 1—both Cunard Line; Canadian Rancher, July 24; Canadian Aviator, Aug. 3; Canadian Trapper, Aug. 13; Canadian Hunter, Aug. 22—all C.G.M.M.; Ariano, Furness, Withy, July 25.

To AVONMOUTH.—Oxonian, July 25; Turcoman, Aug. 1; Cornishman, Aug. 8; Welshman, Aug. 18—all White Star-Dominion; Concordia, Anchor-Donaldson, July 25.

To SOUTHAMPTON.—Minnedosa, Canadian Pacific, July 29.

To NEWCASTLE AND LEITH.—Cairnross, July 24; Cairngowan, July 31—both Thomson Line.

To MANCHESTER.—Manchester Division, July 23; Manchester Corporation, July 30—both Manchester Liners.

To HULL.—Ariano, Furness, Withy, July 25.

To CARDIFF AND SWANSEA.—Canadian Commander, July 31; Canadian Mariner, Aug. 14—both C.G.M.M.

To GLASGOW.—Montreal, Aug. 5; Metagama, Aug. 13—both Canadian Pacific; Letitia, July 31; Saturnia, Aug. 7; Athenia, Aug. 14—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Carrigan Head, July 26; Lord Antrim, Aug. 9—both Head Line.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn, Canadian Pacific, July 21.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, July 28; Canadian Volunteer, Aug. 11—both C.G.M.M.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Fisher, July 29; Canadian Forester, Aug. 19—both C.G.M.M.

To ST. JOHN'S, Nfld.—Canadian Sapper, C.G.M.M., July 24 and Aug. 15.

To ANTWERP.—Canadian Rancher, July 24; Canadian Aviator, Aug. 3; Canadian Trapper, Aug. 13; Canadian Hunter, Aug. 22—all C.G.M.M.; Minnedosa, Canadian Pacific, July 29.

To ROTTERDAM.—Lord Londonderry, Head Line, July 24; Porsanger, July 24; Hastings County, Aug. 15—both Intercontinental Transports.

To HAMBURG.—Hada, July 30; Brant County, Aug. 7—both Intercontinental Transports.

To HAVRE.—Welland County, Intercontinental Transports, Aug. 15.

To AUSTRALIAN PORTS.—Canadian Spinner, C.G.M.M., July 31.

To SOUTH AFRICAN PORTS.—Cariboo, Elder Dempster, Aug. 15.

To NEW ZEALAND PORTS.—Sally Maersk, July 22; Kartigi, Aug. 20—both New Zealand SS.

To COPENHAGEN AND BALTIC PORTS.—Maine, July 23; Frode, July 31—both Scandinavian-American Line.

To GENOA AND NAPLES.—Valflorita, Lloyd Mediterraneo Italian Service, Aug. 6.

To YOKOHAMA AND SHANGHAI (via VANCOUVER).—Canadian Importer, C.G.M.M., July 23.

From Quebec

To LIVERPOOL.—Megantic, July 25; Regina, Aug. 1; Canada, Aug. 8; Doric, Aug. 15; Megantic, Aug. 22—all White Star-Dominion Line.

To SOUTHAMPTON.—Empress of France, July 22; Empress of Scotland, Aug. 5—both Canadian Pacific.

To AVONMOUTH.—Oxonian, July 25; Turcoman, Aug. 1; Cornishman, Aug. 8; Welshman, Aug. 15—all White Star-Dominion.

To GLASGOW.—Montnairn, Canadian Pacific, July 30.

To HAMBURG.—Empress of France, Canadian Pacific, July 22.

From Halifax

To LIVERPOOL.—Sachem, July 22; Newfoundland, Aug. 19—both Furness, Withy.

To ST. JOHN'S, Nfld.—Sachem, July 22; Newfoundland, Aug. 19—both Furness, Withy.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chignecto, July 31; Teviot, Aug. 14—both R.M.S.P. Co.

To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, July 22 and Aug. 19.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Achilles, Blue Funnel, Aug. 20.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, July 23; Empress of Canada, Aug. 6; Empress of Russia, Aug. 20—all Canadian Pacific.

To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Africa Maru, Osaka Shosen Kaisha, July 28.

To LONDON.—Noorderdyk, late July; Moerdyk, middle August—both R.M.S.P. Co.; Canadian Pioneer, C.G.M.M., July 30.

To LIVERPOOL.—Noorderdyk, R.M.S.P. Co., late July.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Freighter, C.G.M.M., July 25.

To BORDEAUX, HAVRE AND ANTWERP.—Iowa, July 21; Arizona, Aug. 5; Oklahoma, Aug. 15—all Cie. Gle. Transatlantique (French Line).
Transatlantique (French Line).

To ANTWERP.—Noorderdyk, late July; Moerdyk, middle August—both R.M.S.P. Co.; Canadian Pioneer, C.G.M.M., July 30.

To ROTTERDAM.—Noorderdyk, late July; Moerdyk, middle August—both R.M.S.P. Co.

To HAMBURG.—Moerdyk, R.M.S.P. Co., middle August.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Royal Mail Line, July 29.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
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Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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LUMBER MARKET IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, June 22, 1925.—Canadian lumber is being imported into New Zealand in fairly large quantities, the chief species purchased being Douglas fir, hemlock, and cedar. A certain amount of spruce has been used for butter boxes. The question has been raised as to the possibility of Canada shipping Sitka spruce to this market in larger quantities. It must be remembered that New Zealand has a considerable stand of timber suitable for furniture, interior finish and similar uses. The imported wood is used chiefly for construction purposes, weather boarding, poles, railway sleepers, etc. It is certain that Douglas fir is commonly known and well regarded by local builders, and in order to interest them in a new timber there must be some special features or inducements. Should Sitka spruce be cheaper than Douglas fir it is possible that a market might be developed.

As to butter boxes and similar packages, a large demand exists in New Zealand, but unfortunately Canadian firms have not secured a great proportion of the trade. Spruce boxes should be an admirable substitute for the local white pine or "kahikatea," but the experience of the local boxmakers is that the Canadian spruce shooks show a decided tendency to warp, and when branding is being done splitting occurs. It is considered highly improbable that spruce could be imported and then sawn and dressed to the proper dimensions for box shooks.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND NINE MONTHS ENDED JUNE, 1921, 1922, 1923 AND 1925; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of June				Nine Months ended June			United States Tariff Rates in force			
	1921	1922	1923	1925	1921	1922	1923	1925	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....	3,059	4,839	3,078	11,835	216,017	118,569	125,747	80,111	Free	30 p.c.	(a)
Horses.....	57,267	82,692	62,732	260,481	14,618,303	2,193,311	3,491,942	2,093,167	Free	10 p.c.	(b)
Poultry.....	42,265	14,207	92	366	391,040	589,038	206,283	130,426	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....	20,968	16,255	9,461	32,463	604,019	589,034	422,712	657,817	1c. per lb.	(c)	\$2 per head
Fruits—	1,807	14,008	6,359	24,711	675,655	582,466	402,144	540,260	Free	(c)	
Apples, green or ripe.....	52	4,116	5,000	44	1,106,979	331,619	218,519	219,368	Free	(c)	
Apples, dried.....	318	1,024	1,082	35	61,810	2,001,734	292,681	179,890	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Berries, fresh.....	17,828	11,583	22	16,176	46,702	57,810	62,895	73,573	1c. per lb.	1c. per lb.	2c. per lb.
Grains—									4c. per qt.	4c. per qt.	14c. per lb.
Barley.....					298	16,629	936,945	8,672	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....		2,050	9,852	10,206	420	12,172	497,869	8,333	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Buckwheat.....	13,705	7,560	30,266	23,583	3,568	6,197	87,282	27,802	25c. bu. 60 lb.	2c. lb.	14c. lb.
Oats.....	19,952	1,065	11,726	34,331	240,999	99,496	253,926	584,098	Free	Free	10c. per 100 lb.
Peas, whole.....	469,366	142,013	25,746	30,537	2,693,882	1,920,711	207,052	328,884	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, split.....	203,852	67,212	1,416	5,996	76,639	104,584	150,846	179,364	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Rye.....	16,502	659	1,631	11,359	301,242	346,174	387,096	533,221	10c. bu. 60 lb.	20c. bu. 60 lb.	14c. lb.
Wheat.....	22,515	1,040	460	200	11,860	54,180	9,937	3,600	20c. bu. 60 lb.	20c. bu. 60 lb.	15c. bu. 56 lb.
Wheat Products—	1,310	77	200	225	303,791	83,585	437,083	15,161	Free	Free	42c. bu. 60 lb.
Bran, shorts and middlings.....	552,233	1,498,824	1,222,047	225,221	46,730,727	68,852	335,047	22,226	Free	35c. per bush.	(d)
Wheat Flour.....	947,024	2,007,241	1,439,584	344,049	97,639,986	15,590,177	12,042,633	3,891,024	Free	20 p.c.	(e)
Bacon, hams, shoulders and sides.....	160,918	8,622	139,329	136,250	1,108,231	283,221	1,688,513	2,310,727	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	197,315	16,454	179,590	197,287	1,672,893	296,126	1,968,534	2,934,442	Free	25 p.c.	2c. per lb.
Meats—	6,359	47,631	16,617	27	1,240,982	591,355	343,752	7,101	Free	2c. per lb.	3c. per lb.
	42,192	323,270	101,430	240	12,100,531	3,692,511	2,068,474	46,980	Free	20 p.c.	1-04 p. 100 lb.
	66	59	131	867	2,664	1,034	1,130	10,208	Free	25 p.c.	2c. per lb.
	2,866	1,234	4,214	26,566	96,578	35,390	37,028	254,777	Free	25 p.c.	2c. per lb.
	15,366	13,681	60,216	7,258	204,734	151,353	103,302	46,519	Free	2c. per lb.	3c. per lb.
	196,736	176,875	60,216	66,164	2,937,357	1,726,218	1,204,500	510,847	Free	2c. per lb.	3c. per lb.

[illegible]

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30 c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products; otherwise apparently 15% ad val.; from September 21, 1922, to April 6, 1924, 15% ad val.; subsequent to April 6, 1924, if from wheat 7½% ad val.; if from other cereals, 15% ad val. (f) Prior to April 6, 1924, 78c. per lb. (g) Applies to particular meat in question when "fresh." (h) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Cheese, 3c. per lb. but not less than 25 per cent. (j) i.e. 231 cubic inches about equal to five sixths of imperial gallon. (k) Clover seed, crimson, 1 c. per lb.; white, 3c. per lb. and other, 2c. per lb. (l) Dutiable at various rates. See **Commercial Intelligence Journal** No. 974, Sept. 30, 1922, pages 516-7.

MARKET CONDITIONS IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, June 22, 1925.—Business is so largely dependent on the weather that a noticeable increase in trade has at once resulted from the clear dry weeks just passed. The sharp drop in temperature has forced attention to drapery lines and the merchants have been quick to display a great variety of seasonable goods. An improved air of activity and hopefulness in general business is evident.

Wholesale houses are now booking their orders for forward delivery on July account and fair requisitions are reported. Speculative buying does not exist, all quantities being carefully chosen in accordance with actual requirements of the near future, and it is apparent that storekeepers are determined not to be overstocked. Hand-to-mouth buying is the system preferred in the winter, but larger quantities are being taken from recent arrivals, wholesale stocks having been lately replenished with imported goods.

The building trade is not at all active as compared with last year, but builders and timber merchants are expecting a great improvement in the spring, as there is still a shortage of houses, although office and shop accommodation is apparently well provided. The recent sales of building lots are interpreted as an indication of improved conditions as soon as the buyers can finance the erection of buildings.

The prosperity of New Zealand depends in no small degree on the prices received for dairy produce, wool, and meat. Consequently it is interesting to observe the trend of events in this connection. The English butter market has shown a remarkable recovery within the past few weeks. It seemed almost certain that values would go lower during March and April, but shipping troubles have delayed sailings to such an extent that the market has been able to absorb all stocks without showing any further weakness. On the other hand, the New Zealand High Commissioner in London reports a rise of 6s. to 8s. per hundredweight, following a former increase of 4s. to 6s. This advance confirms the private advice received locally that the previous rise was not altogether due to an interruption of supplies from Denmark, but that it would probably be permanent. The impression here is that the cheese market in Great Britain is on the eve of a substantial advance caused by delay of shipments from New Zealand. The market is reported firm at 100s. per cwt. landed in England.

Since the Armistice the wool trade has enjoyed two booms, experienced one slump, and is now going through a second crisis. From 1922 wool steadily advanced in price, culminating in the high prices of November and December of last year. This year has seen a drop of 20 to 30 per cent in quotations, but prices are now believed to be slowly improving and the probable course is for this improvement to continue until the beginning of next season's sales, when it is quite likely that there will be another factory shortage with resultant strong competition.

The English market is somewhat weak so far as meat is concerned. Prices for lamb have dropped a little, but there is a fair demand at 11½d. to 12d. per pound. The total quantity of lamb held in freezers throughout New Zealand on May 15 was only one million carcasses, whereas the consumption of imported lamb in England is estimated at no less than 250,000 carcasses per week. Thus from a statistical viewpoint the situation is quite favourable, and although it is too early to sum up the prospects for the new season, it looks as though fat lambs will enjoy high prices at the opening of the season in November. The outlook for mutton is not so favourable, as the indications point to the prices being even lower than they are at present.

From the above it is evident that prospects are bright for a good season in New Zealand and the consequent increase in the demand for imports. In this respect it is worthy of note that public men are sounding a note of warning to the merchants so as to prevent a repetition of the slump period. The chairman of directors of one of the leading banks is urging greater purchases in England so as to maintain a better balance of trade.

SUCCESS OF CANADIAN VACUUM SWEEPER IN THE WEST OF ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, July 4, 1925.—A Canadian make of vacuum sweeper, or suction sweeper as the manufacturer prefers it called, is making strong headway in the West of England and is creating an entirely new market for this product. This machine first appeared on the market in 1922, and the Bristol district representative, who has seven demonstrators with him, states that each year his quota has been heavily increased, and despite these increases he had already sold by June 13, 1925, the entire allotment for this area. There are several types of English and American vacuum or suction sweepers offered for sale in the West of England in addition to the one Canadian made.

Types and Prices.—Of the various makes on the market all are electric cleaners, with one exception. Retail prices range from \$24 for the non-electric type to as high as \$100 for the electrically operated. From the above it would indicate that sales are excellent for the latter despite the comparatively high prices.

Marketing Methods.—The universal practice for manufacturers entering the United Kingdom market is to establish a head office in London where stocks are carried, and from this point all sales campaigns are directed. The whole of the United Kingdom is cut up into areas and a district manager appointed for each section. This representative in turn appoints demonstration agents, and as a rule a house-to-house campaign is inaugurated to interest the English housewife. Advertising naturally plays an important part in every sales campaign, and the daily newspapers appear to offer an excellent medium. The appointment of provincial houses as representatives has not in the past proved very successful; it is better to appoint an aggressive sales agent rather than depend on some old-established firm in each area.

Chief Difficulties.—The chief sales difficulties to be encountered, other than competition, are the conservative attitude of the consuming public to innovations; the unjustified though general impression that such machines are expensive to operate with prevalent high electricity rates; and the varying voltages throughout the country. Regarding the last, steady efforts are being made as opportunities occur to standardize the voltage throughout the United Kingdom and bring it into line with Canadian and American practice.

COMMERCIAL CONDITIONS IN THE NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

IMPORT TRADE

Liverpool, July 7, 1925.—*Timber.*—While steady trading prevailed during June, an easier tendency was observed, owing in part to lack of confidence by purchasers. Douglas fir has been in moderate request and shippers' quotations have eased as a result of keen competition between mills. Sitka spruce has been quiet. New imports of spruce have moved fairly well, and the reduction in shippers' prices has brought more inquiries. The demand for birch was

unsatisfactory, causing stocks, particularly of lumber, to accumulate. Pine remained steady. United States hardwoods were inactive and new business was difficult to effect. For the month ending June 30, 1925, unofficial statistics of certain timber imports, consumption and stock, are given in comparison with the corresponding period of 1923 and 1924, as follows:—

Liverpool

	Import		Consumption		Stock	
	1924	1925	1924	1925	1924	1925
N.B. and N.S. spruce and pine (Stds.).. ..	3 880	4,650	2,090	3,040	4,640	6,180
Birch logs (loads).. .. .	300	100	40	180	540	1,220
Birch planks (Stds.).. .. .	321	509	182	97	636	1,309

Manchester

Spruce (Stds.).. .. .	400	750	1,120	970	4,170 4,290
Birch logs (loads).. .. .	40	80	60	100	20 200
Birch planks (Stds.).. .. .	56	115	85	67	357 533

Flour.—There has been a very slow trade during the past month both in domestic and imported flours. Although stocks are reported to be small, bakers have only been buying to cover near requirements, the uncertainty of price movements keeping them off the market as far as forward contracts are concerned. Quotations at the end of June for home-milled straight run flour were in the neighbourhood of 46s. 6d. although lower bids were also reported. Canadian export patents opened the month at around 51s. 6d. c.i.f. and were offered as low as 44s. on June 30. New crop flours for October shipment stood at 41s. with quiet demand. American export patents, similar to "Gold Medal" quality, were offered at 50s. 6d. in early June and closed around 46s. 6d., which price was out of line with Canadian offers. Australian flour, which was in fair demand during the first half of the month at around 42s. 3d., lost ground towards the close and was quoted as low as 40s. The preliminary figures showing the imports of grain and flour to this area for the month of June are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool.. .. .	392,160	24,473	35,832	7,603	33,873
Manchester.. .. .	141,484	1,645	....	137	15,483
Hull.. .. .	396,532	3,283	8,497	16,102	22,588

Canned Goods.—The chief interest has centred around the Californian new pack fruit prices, which were announced in the latter end of June. On the whole, these prices are lower than last year, except for pears, which are not much changed. There has been an improved demand for Alaska tall salmon with light stocks, and there is still a lack of offers of new pack British Columbia sockeyes. Tomatoes have been cheaper on reduced Italian quotations.

Butter.—The consumption of butter has been good throughout June. Little or no Canadian butter arrived during the month, but Canadian shippers were able to make some excellent c.i.f. prices at around 184s., as compared with current spot values of New Zealand. New Zealand butter opened the month at around 168s. and went as high at 188s. at the close. Danish has been in normal supply during the month and closed at 199s. to 201s. for choicest quality. Irish butter has continued in short quantity, being estimated at 40 per cent less than normal. Prices at the end of June for this butter were from 189s. to 192s. The unfavourable producing conditions in Ireland have assisted in keeping colonial butter more in demand than is customary at this time of the year.

Cheese.—Canadian new season cheese on the spot in early June was being quoted at around 90s. Arrivals were fairly light with consumption good, and prices at the end of the month were from 102s. to 104s. A strong market in

Canada with reduced production and warm weather sentiment on this side carried prices to 107s. in the early part of this month. New Zealand cheese opened the month at around 94s. to 96s. and closed at around 104s. The New Zealand supplies available for shipment at the end of May, 1925, were estimated at 2,900 tons as against 5,500 tons at the end of May, 1924.

Bacon.—On account of falling supplies, notably from Denmark and the United States, the trend of bacon prices has been slightly upwards. Canadian shipments have been meeting a fair market at moderate prices. The month closed with Canadian Wiltshire cuts, 50 to 80 pounds average, firm at from 106s. to 112s. per cwt. Irish bacon was offered at from 126s. to 137s.; Danish, from 120s. to 122s. American Cumberlands, 24 to 40 pounds average, closed the month at 102s. to 110s.; clear bellies, 14 to 20 pounds, at 117s. to 120s.

The following are unofficial estimates showing the stocks of provisions in the port of Liverpool on June 30, 1925, in comparison with May 31, 1925, and June 30, 1924:—

	June 30, 1925	May 31, 1925	June 30, 1924
Bacon (boxes).....	10,957	12,454	12,478
Hams (boxes).....	3,086	6,858	10,360
Shoulders (boxes).....	535	1,301	2,263
Butter, all countries (cwt.).....	3,378	4,896	2,565
Cheese, full shapes, Canadian and States (boxes).....	9,532	7,189	9,696
Cheese, full shapes, Australian and New Zealand (crates).....	2,173	451	441
Cheese, full shapes, 50 lbs. and under (boxes).....	160	203	118
Lard, prime steam western (tierces).....	2,134	1,572	758
Lard, imported pure refined lard in tierces, firkins, or other packages (tons).....	5,115	3,252	3,032

Eggs.—A marked improvement in the demand for eggs has been noticeable during the latter part of June. Irish eggs, which were quietly steady at 13s. ex warehouse, advanced to 14s. at the close of the month. Supplies of Russian eggs have been in moderate demand for the cheaper trade. There has been little inquiry for Canadian eggs from Liverpool and Manchester dealers at present prices.

Hay.—Over 16,000 bales of Canadian hay arrived at Liverpool during June. Most of this hay came forward on consignment, and, as predicted last month, a slump has set in and recent prices for Canadian hay have been in the neighbourhood of 75s. c.i.f. for prime quality No. 2 grade clover hay.

Cattle.—3,730 head of Canadian cattle, nearly all of which were consigned as stores, arrived at Birkenhead lairage during June. All these cattle were killed for meat and prices averaged slightly less than in the earlier months of the year.

INDUSTRY

The half year just closed has failed to bring about the long looked for improvement in the basic industries of this district. The disturbances in China are being viewed with anxiety by the Lancashire cotton trade, as China is the second largest consumer of the output of this industry. The latest decision of the firms spinning American cotton shows 84 per cent to be in favour of restricting output to 39½ hours per week. The exports of cotton piece goods for the month of May are given at 371 million square yards, as compared with 395 million square yards during May last year. On the other hand, for the five months ending May 31, 1925, 1,946 million square yards were exported as compared with 1,877 million square yards during the corresponding period of 1924. While the improved demand for yarn has continued, trade on the whole is very quiet even for this season of the year.

The wool trade is marking time till the results of the July sales in London. At the same time there has been some improvement in the worsted trade. Little progress has been made so far in settling the dispute on wages in the West Riding

section of this industry. The success of the conference in Bradford last September between wool buyers, users, and wool growers has encouraged the Bradford Chamber of Commerce to arrange for another meeting in the middle of July to discuss problems affecting this industry.

With the passing of the import duty of $33\frac{1}{3}$ per cent on imports of lace and embroidery, the Nottingham lace industry looks for a substantial improvement in trade.

The engineering sections of Sheffield are showing signs of improvement. The lighter branches are quiet and the depression in the cutlery and plate trade continues. There is distinct activity among the tool and file manufacturers of this district. Reports from the North of England iron and steel trades are very discouraging.

The decline in the Northeast Coast coal trade is illustrated by the Tyne Commission statistics of coal exports from that district, which show that for the first five months of 1925 shipments totalled 6,665,886 tons as against 8,582,846 tons during the corresponding period of 1924.

The pronounced decline in the amount of tonnage launched revealed by recent shipbuilding returns has been expected in view of the absence of new contracts this year.

The heavy electrical engineering firms continue busy and there has been a fair demand for textile finishing machinery in both the local and overseas markets.

IMPORTS OF CANADIAN FOODSTUFFS INTO TRINIDAD, BRITISH GUIANA, AND BARBADOS

TRADE COMMISSIONER H. R. POUSSETTE

[The first part of this report was published in our last issue and dealt with flour, cornmeal, bread, biscuits, etc.]

MEATS

Imports of meats from Canada are steadily growing. There is a small amount of fresh meat brought in in cold storage, principally mutton and pork, but the bulk of the trade is in pickled and salted meats. Imports of beef or pork, pickled or salted, into Trinidad in 1923 totalled 3,596,816 pounds, of which the United States is credited with 2,808,754 pounds, Argentina with 271,259 pounds, and British North America with 168,834 pounds; into British Guiana 15,853 pounds were imported, of which 14,957 pounds are credited to the United States. The imports of beef salted into Barbados in 1923 amounted to 1,188,315 pounds, of which the United States is credited with 1,103,822 pounds and Canada with 36,438 pounds; and of pork salted 1,210,817 pounds, of which the United States is credited with 1,002,622 pounds and Canada with 203,445 pounds.

BACON AND HAMS

While the imports of hams and bacon cannot be considered as large, nevertheless the aggregate trade of the three islands referred to aggregated over 1,000,000 pounds in 1923. The United States held in that year rather over a third of the total trade in Trinidad (aggregating 674,005 pounds), and British North America 27,808 pounds. In British Guiana 210,254 pounds were imported, of which 175,390 pounds are credited to the United States, 21,605 to the United Kingdom, and 12,831 pounds to Canada. The imports into Barbados in 1923 totalled 214,743 pounds, of which 93,468 pounds were credited to Canada, 65,559 pounds to the United States, and 55,676 pounds to the United Kingdom. Canadian bacon and hams have been steadily advancing in favour, and one particular make of picnic ham is seriously threatening the supremacy of the United

States product. If Canadian packers will sufficiently apply themselves, there seems no reason to doubt that in time they should secure a much larger share of the trade than is the case at present.

BUTTER

A report on "The Butter Trade in the British West Indies" was published in *Commercial Intelligence Journal* No. 1115 (June 13, 1925), to which reference is made. As stated in that report, the principal trade is in salted cooking butter, which is supplied from France and the United States, and also to a small extent from Ireland.

CHEESE

The imports of cheese into Trinidad and British Guiana are fairly large, but this remark does not apply to Barbados. Canada takes the leading place in the sale of cheese to the three colonies. The reason for this is doubtless due to the excellent quality of the Canadian product, and to the fact that it is sold at a price which the people can meet. In Trinidad the chief competitor has been the United States. Imports of cheese into Trinidad in 1923 aggregated 228,702 pounds, of which British North America is credited with 138,377 pounds, and the United States with 51,547 pounds. Imports into British Guiana totalled 238,386 pounds, of which 150,155 pounds were credited to Canada, 74,980 pounds to Holland, and 11,509 pounds to the United Kingdom. Imports into Barbados totalled 65,806 pounds, of which Canada was credited with 60,807 pounds.

LARD AND LARD SUBSTITUTES

The trade in lard compound is of substantial proportions, and for British Guiana and all the islands is worth in the neighbourhood of about £125,000 a year. Imports of lard and lard substitutes into Trinidad in 1923 totalled 3,304,159 pounds, of which British North America is credited with 2,800,708 pounds, the United Kingdom with 431,783 pounds, and the United States with 70,755 pounds. Imports into British Guiana totalled 388,984 pounds, of which Canada was credited with 299,552 pounds, the United States with 57,162 pounds, and the United Kingdom with 29,150 pounds. Imports into Barbados totalled 153,654 pounds, of which the United States was credited with 93,191 pounds, Canada with 52,475 pounds, and the United Kingdom with 7,988 pounds. Canada considerably increased its sales to the colony of Trinidad in 1923 as compared with the previous year. In 1922 the United States exported to Trinidad 1,644,193 pounds, against 2,113,169 pounds from Canada. Imports from Canada into the other two islands have considerably decreased, and those from the United Kingdom corresponding increased. Last year very large quantities of British-made lard compound was sold in the Trinidad market at a price at which Canadian manufacturers did not seem able to compete; in fact for a time British shippers seemingly were supreme in the market. The Canadian article is now competing more strongly, and price for price is said to be superior to any that has been sold. Owing to its higher quality, dealers appear to be willing to pay slightly more per pound for Canadian lard compound.

EDIBLE OILS

In Trinidad Canada has a fair share of the edible oil trade: 12,678 gallons in 1923 out of a total of 44,992 gallons. The United States holds first place with 14,749 gallons. British Guiana buys very little of this commodity from Canadian exporters, and Barbados none at all. Probably the reason that Trinidad imports edible oils from Canada is that this product is actively pushed in the island. Canadian edible oils are well liked, but undoubtedly competition from the United Kingdom is steadily becoming keener. In British Guiana and Barbados the United Kingdom has a very large share of the trade: in the former island 124,858 gallons out of a total of 129,697 gallons, and in Barbados to the value of £9,860 out of a total of £15,339.

MARKET FOR FLOUR IN THE NETHERLANDS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, July 3, 1925.—A score or more Canadian flour mills are actively represented in the Netherlands, and during the twelve months ending March, 1924, Canadian exports of flour to Holland amounted to 249,034 barrels. For the fiscal year ending March, 1925, this quantity had fallen to 195,912 barrels, while in the single month of March only 169 barrels were exported to the Netherlands as compared with 61,687 barrels during March, 1924.

The Dutch statistics show that for the five months ending May, 1925, only 44,398 tons of flour from all sources were imported as compared with 65,642 during the same period of 1924 and 45,247 tons during the first five months of 1923. Since Dutch statistics do not show the country of origin of imports, but only the country from which the goods have been received, it is difficult to make accurate comparisons regarding the trade with any particular country. However, the returns of the Dominion Bureau of Statistics show sufficiently that the trade in Canadian-milled flour with the Netherlands has decreased greatly since January. Several representatives of Canadian and United States mills have been approached regarding this decline, and their comments on the trade are deemed of sufficient interest to warrant publication.

The decreased demand for Canadian flour is due to a combination of adverse circumstances which may be summarized as follows:—

(a) High prices of wheat and wide fluctuations in the wheat market have tended to prevent forward buying.

(b) Increased competition from Dutch millers.

(c) Improved position of German millers and the effect on the markets inland.

(d) Development of direct shipments to German ports from North America decreasing the transshipment business.

The representative of one of Canada's largest milling companies commenting on the above summarization adds the following:—

Owing to the crop shortage last year Canadian mills were unable to compete with the mills of the southwest states, so that the bulk of the business was done by the latter. The quotations of the Canadian mills were also a good deal higher than some of the Dutch millers. During the past few months Dutch millers also succeeded in keeping American flour out of the market.

As to prospects for future business, there are many indications of renewed activity in Canadian flours. In fact, a satisfactory business has already been done at attractive prices during the last few weeks. We anticipate great activity during the coming crop year, the more so as crop conditions in Kansas and Oklahoma seem to be far from favourable.

The representative of an aggressive Canadian mill adds:—

It should be borne in mind that Holland has never been an important outlet for Canadian flours, because bakers in Holland are accustomed to use Kansas grades and all efforts to introduce the Canadian product on anything like an important scale hitherto have remained without result.

Some time ago rather important quantities of Canadian flour were shipped to Dutch ports, which, however, for the greater part were destined for southern Germany. This business has practically come to a standstill because demand in the Rhine districts has been stagnant for several months. As far as we know, consumers in these districts are at present confining their purchases to German flour, which is much cheaper than Canadian or American grades. Business in Germany at present is very badly influenced by the proposed Tariff Bill, which was brought before the Reichstag last week.

An important Amsterdam firm, distributing rolled oats as well as flour, replied to an inquiry regarding the situation, saying:—

The decrease in demand for Canadian flour during this spring was due in the first place to the rather unfavourable crop results in Canada last year. Kansas and Texas had abundant crops, which enabled the mills in these districts to underquote Canada

regularly, so that Canada could not always compete and business was principally done in Kansas wheat flour. With the sensational rise in wheat prices, importers and wholesalers held back and even the large consumers who used to buy directly from Canada did not engage themselves for forward shipments and business in American wheat flour practically died out.

At the same time our home millers found themselves in a more favourable position since they could use cheap wheat which they obtained from India, Australia, and southern America, using a very small percentage also of Dutch wheat, and in this way they were able to undersell Canadian and American millers.

Further, when wheat flour prices reached an unprecedented level, consumers could only buy from hand to mouth. Dutch millers were therefore able to control the Dutch market, since buyers had to eliminate the enormous risk of price fluctuations, and it is only during the last few weeks that business in foreign wheat flour in Holland was resumed. As a noticeable fact, we can state that Canadian millers again see their way clear to offer on a competitive basis, which may be due to the very favourable prospects of the new Canadian crop.

As regards the future this will depend, in our opinion, mainly on how conditions will develop in Germany. If a prohibitive import duty be levied on wheat flour in that country—a matter which is under discussion in the Reichstag at present—the Dutch mills which are too large for home consumption as well as all the large importers of American wheat flour, will be cut off from their principal outlet, and as a consequence we can only expect an enormous competition for the Dutch market. We expect that the Dutch mills will be able to lay hold on the bulk of the business here so that business in American wheat flour will steadily decrease. On top of this, we may expect competition from the German and the English mills, so that we fear under these circumstances that business in wheat flour will become most unsatisfactory in Holland.

Another Amsterdam importer summarizing the situation recalls that a year ago wheat prices were between 16 and 17 guilders per 100 kg., and it was confidently expected that the big crop in the United States would result in lower prices. However, a disappointing Canadian and European crop caused a net shortage and the rise of wheat prices resulted in higher prices of flour, so that after January flour importers had to face the severe competition of domestic mills. During the last two months there has generally been a difference of about three guilders per 100 kg (about \$1.20 per barrel) between the c.i.f. quotations for the straight flour of the American mills and the "free bakery" price for the patents of the Dutch millers. Hence Canadian or American strong wheat flour was only purchased for mixing purposes.

DUTCH MILLING CAPACITY

With regard to the future, although American crop reports are unfavourable and American mills are writing about higher prices, the quotations of American flour are coming more and more to the domestic level. This correspondent also brings up the question of Dutch milling capacity, and says that whereas before the war the Dutch mills turned out about 60 per cent of the total needs of the country, during the war new mills were erected until at present the total capacity is about 140 per cent of the country's consumption. As a result, domestic mills have entered the export business and considerable quantities of Dutch mills' wheat flour have been exported to Germany, Czechoslovakia, and Austria. When recently these exports ceased, the domestic markets were flooded with domestic wheat flour at prices far under foreign quotations. However, prospects are now more favourable than for two months past, and in their opinion it will not be very long before importing is resumed.

The Amsterdam representative of North American mills, commenting on the future possibilities, observes:—

Canadian flour is in a somewhat unfavourable position in Holland owing to the Labour Law, which restricts work in bakeries to eight hours per day, and in these circumstances bakers prefer United States flour to Canadian flour, as flour from the United States is easier to handle and does not require so much time as Canadian flour.

A Rotterdam flour importer remarks with regard to the possibilities of Canadian flour:—

About three or four weeks ago the situation turned for the better, and already a considerable amount of business has been worked for our market.

As regards Canadian flour, there are very many consumers in our country who cannot work this flour as well as the product of the southwestern states. In pre-war years only a very limited amount of Canadian flour was sold here, and where American mills did a large and regular business in Holland, Canadian mills could not get in. The reason for this was that our bakers could not use Canadian flour in the same way as they were working the American hard winter wheat flours, since Canadian wheat is of a different nature.

In the last few years much more Canadian flour has been worked through our market, and as the crop in Canada is very promising this year, we trust to see a more lively business with Canadian mills for the coming season. Of course all depends on the prices, and if we can sell under the American offer, we believe our bakers will soon get used to treating the Canadian flour in a proper way. As regards Germany, we can hardly expect an important business with this country on account of the very high duties proposed by the German Government. If these duties are accepted, business will most likely be impossible.

An old-established Amsterdam concern of flour importers also bring up the question of the effect of the Dutch Labour Law and state that:—

Holland has never been an important outlet for Canadian flour. The main cause of this is that the regulations of the Dutch Labour Act make it impossible for bakers to use this flour, because they cannot give it the rise it requires.

Nevertheless regular shipments of Canadian flour have been made to Dutch ports some time ago, but these goods were chiefly destined for the Rhine territory. Flour destined for the other parts of Germany have never been shipped via Dutch ports, but only via Hamburg and Bremen. As business in the Rhine districts has considerably decreased since a few months, the export to Amsterdam and Rotterdam has naturally declined to the same extent.

Consumers in southern Germany are at present filling their requirements nearly exclusively with continental mills, who are much cheaper than the American and Canadian mills. There are only two factors we can think of which may be the cause of this, viz., either a difference in cost of production or perhaps that continental mills are obtaining better prices for their offals.

Further, the fact should not be lost sight of that continental millers are at a decided advantage at present, because they are in a position to effect prompt delivery, which is a very important factor in connection with the wild fluctuations of wheat and flour markets we are noticing at present. This also explains why various Canadian mills situated at seaboard or disposing of large stocks at seaboard are still getting their share in the business, whereas those mills situated in the interior are pretty well neglected. The former are enabled to offer for prompt shipment, whereas the latter always require at least three to four weeks for delivery.

It would therefore appear that in so far as the local market for Canadian flour in the Netherlands is concerned, the problems Canadian millers must solve are briefly the effect of widely fluctuating grain prices, the requirements of the Dutch bakers who, by the application of the Dutch Labour Law, need a quick and easy-working flour, and the immense competition which may be expected as business conditions become more stable from other millers, principally Dutch, German, and English.

With respect to Germany, since many Canadian mills have been working part of this huge market through their Dutch friends, the application of the heavier German import duties will intensify the problem of maintaining their post-war market, but Canadian milling practice should be able to effect the necessary interior economies which would permit profitable merchandizing without sacrificing in Holland, in Germany, and in countries further inland, prestige, goodwill, or quality.

DUTCH CROP CONDITIONS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, July 4, 1925.—The Director of the Agricultural Division of the Dutch Department for Home Affairs has just issued his first report covering the condition of the Dutch crops. The report is dated June 17, and includes an estimate of the area sown to each crop, an extract of which follows:—

	1925 Acres.	1924 Acres.	Percentage Incr. or Dec.
Winter wheat.. . . .	122,800	107,700	+ 14.0
Spring wheat.. . . .	6,920	10,680	— 35.2
Rye.. . . .	494,000	489,200	+ 0.89
Barley.. . . .	72,000	62,600	+ 15.0
Oats.. . . .	364,800	376,300	— 3.1
Peas.. . . .	93,260	105,300	— 11.4
Flax.. . . .	35,180	31,270	+ 12.7
Potatoes (eating).. . . .	334,100	332,300	+ 0.54
Potatoes (for industry).. . . .	83,600	80,800	+ 3.5
Sugar beet.. . . .	163,400	182,700	— 10.6
Fodder.. . . .	144,000	149,800	— 3.9
Total all crops.. . . .	2,191,000	2,194,000	— 1.64

The report states that the month of May, with temperatures above normal and a rainfall of 75 mm. against a normal of 48 mm., was very favourable for the development of crops. The rain fell practically all in the first part of the month, and May enjoyed 237 hours of sunshine against an average of 200, while during the first half of June the number of hours of sunshine totalled 167 against a normal of 97. The brilliant sunshine was extremely beneficial for the first hay crop of the year, which proved to be one of the best for years, but the effect of the prolonged dry weather was harmful on the flax and peas and on such oats as had been sown in sandy soil. The continuing dry weather is also proving injurious to other spring crops.

Very few complaints have been received regarding diseases, although some potato leaf sickness is reported and from some districts rust is said to be affecting the wheat.

Most of the crops are in very good condition. Oats, flax and autumn hay are not so well off as this time last year, but the condition of potatoes, wheat and other grains is much better than a year ago, and with ordinary harvesting weather better than average crops may be expected.

FOREIGN TRADE OF MEXICO

II

Imports of Animal Materials

[All values are given in Mexican pesos, the par value of the peso being 49.85 cents, Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

The value of the imports of animal materials during three selected typical years was as follows:—

	1910-11	1919	1924
Live animals.. . . .	\$ 1,064,180	\$ 886,433	\$ 2,870,806
Animal products, food.. . . .	442,305	442,055	519,379
Animal products, industrial.. . . .	1,612,270	1,880,602	3,455,816
Animal wares, food.. . . .	6,904,410	12,053,416	20,537,084
Animal wares, industrial.. . . .	1,550,325	1,042,315	1,266,068
Manufactures, fur, skins and leather.. . . .	2,153,130	1,706,106	3,232,323
Manufactures, footwear.. . . .	3,152,156	3,710,616	2,825,933
Manufactures, miscellaneous.. . . .	545,475	359,683	451,846
Total.. . . .	\$17,433,251	\$22,081,226	\$35,159,255

Live Animals.—1910-11, \$1,064,180; 1919, \$886,433; 1924, \$2,870,806. The changes in the value of the imports reflect the position of the live stock industry, and this would be shown more clearly if statistics for intermediate years were included. Before the revolutionary period, a large import trade was done from the United States; this largely ceased until 1918, when animals to the value of about \$400,000 were imported. A gradual improvement then took place, and during the past two years large numbers of live stock have entered the country. The largest single item comprised in the above figures is that of live cattle, which were imported in 1924 to the extent of 53,440 head valued at \$1,899,310, the imports for the previous year having been 52,722 head of a value of \$3,151,730; the United States is the principal source of supply, but in 1923 Colombia provided nearly one-half of the total; this proportion, however, has now dropped to less than one-sixth. Other large items are mules (3,458 head valued at \$297,863 in 1924); horses (2,752 head valued at \$88,079 in 1924); and pigs (to the value of \$183,552 in 1924). Practically all the trade is done with the countries bordering on Mexico, or with the Central American republics, and it does not appear that Canada could enter the market with any prospect of success.

Animal Products, Food.—1910-11, \$442,305; 1919, \$442,055; 1924, \$519,379. This item comprises meat, fish, and shell fish, either fresh, dried, salted, smoked or salt pressed, but not further manufactured. About 60 per cent comes from the United States, and Norway provides substantial quantities of dried cod. Argentina and Uruguay have entered the market with dried meats within the past year, the imports from these two sources in 1924 being valued at \$28,000. Other countries do not figure in the statistics to any large extent. The best opportunity for Canada appears to be in such products as dried cod, smoked salmon, etc., for which there is a substantial demand.

Animal Products, Industrial.—1910-11, \$1,612,270; 1919, \$1,880,602; 1924, \$3,455,816. This group comprises a large number of items, none of which are of great interest to Canadian manufacturers. The principal import is carded wool, which accounted for \$1,401,447 in 1924, the main source of supply being Spain (\$597,641), France (\$551,009), Great Britain (\$243,818), and Australia (\$8,928).

Another large item is "animal fats, n.o.s.," which is imported from the United States to the value of about \$1,400,000 yearly, other countries appearing to a negligible extent. Cleaned flock wool, for felting, is imported to the value of about \$160,000 per annum, principally from Great Britain; and raw wool, scoured and unscoured, is shipped from the Argentine, France, and Great Britain in varying quantities (1923, \$665,000; 1924, \$216,000). Other items of smaller importance are horsehair, bristles, cowhair, spermaceti, musk, hides, and feathers, the last-named being imported from Argentina and France in substantial volume.

Animals' Wares, Food.—1910-11, \$6,904,410; 1919, \$12,053,416; 1924, \$20,537,084. This comprises a well-defined group of commodities, and, as will be seen from the above figures, is rapidly increasing in importance. It includes products which should be of interest to Canadian exporters, and for this reason the following figures are given as a further analysis:—

	1910-11	1919	1924
Alimentary preserves.. . . .	\$ 2,306,392	\$ 4,222,938	\$ 3,995,085
Condensed and evaporated milk.. . . .	.....	854,726	989,849
Fresh eggs.. . . .	263,121	736,020	2,418,646
Lard.. . . .	{ 3,441,274	5,024,896	{ 10,668,178
Lard compounds.. . . .			
Butter.. . . .	341,002	715,137	914,933
Cheese.. . . .	542,170	499,660	682,871
Sundries.. . . .	10,451	39	187,060
Total.. . . .	\$ 6,904,410	\$12,053,416	\$20,537,084

"Alimentary preserves" comprise all that numerous class of animal foods which are put up in cans, bottles, or other containers. In spite of the apparent reduction in imports during the past five years, these are really increasing in volume, amounting to 5,654 tons in 1919 and 6,239 tons in 1924. Practically all countries contribute to the total, the United States leading, but being followed closely by Spain. Canada has entered the market in recent years, and now does a fair trade in canned salmon, sardines, and other commodities of similar character. It must be admitted, however, that Canadian firms have not yet fully realized the possibilities of the market.

Condensed and evaporated milk is imported principally from the United States, Switzerland, Denmark, and Canada, the last three countries having only recently appeared as a real factor in the trade.

Fresh eggs only appears as a large item of import during recent years; they are much cheaper than the native product, but on account of transportation problems, are of inferior quality.

Lard is one of the largest single items of import into Mexico. Practically the whole of the trade is in the hands of United States firms, which have a highly developed organization devoted to this purpose. No efforts have been made by Canadians to compete, although there appear to be possibilities of a market for a really high-class product.

Butter also largely comes from the United States, but Denmark also provides fair quantities, and Holland, Great Britain, Germany, and France appear in smaller volume. This also is a product in which it appears possible for Canada to compete with fair prospects of success.

Cheese is a popular article of diet in Mexico, and the demand is fairly constant. By far the most popular type comes from Holland, but practically all European cheeses are consumed, with the exception of those manufactured in Great Britain; the United States is also a large exporter. Canadian cheeses have been introduced into Mexico and have enjoyed a ready sale when obtainable; no serious efforts, however, have been made to secure a substantial share of the trade, in spite of the excellent opportunities offered by the market.

The item of "sundries" comprises such products as fresh milk, honey, oleo-stearine, and a few others of minor importance.

Animal Wares, Industrial.—1910-11, \$1,559,325; 1919, \$1,042,315; 1924, \$1,266,068. While the items are of little interest to Canadian exporters, the following statement is given as an analysis of the imports for 1924, together with principal countries of origin:—

	Values.	Origin.
Animal oils..	\$ 96,670	United States, France, Germany, Norway
Albumen, egg and blood.. . . .	23,860	United States, Germany, France, Great Britain.
Animal charcoal..	13,262	France.
Animal wax..	6,700	United States, Germany.
Glue..	68,065	United States, Great Britain, Germany, Belgium.
Vaccines, serums, etc..	204,436	United States, Germany.
Sponges..	11,033	United States.
Stearine in cake..	297,095	United States, Belgium.
Glycerine..	37,350	United States, Germany, Great Britain.
Gelatine and fish glue.. . . .	85,507	United States, Germany, France.
Fertilizers..	164,683	United States, Germany, Belgium.
Raw silk..	257,407	United States, Japan.

Manufactures, Fur Skins and Leather.—1910-11, \$2,153,130; 1919, \$1,706,106; 1924, \$3,232,323. The largest item, comprising more than one-half of the total, consists of tan hides for use in the manufacture of footwear. A detailed report on the market for leather and leather products appeared in *Commercial Intelligence Journal* No. 1113, dated June 13, 1925, to which interested parties are referred.

Manufactures, Footwear.—1910-11, \$3,152,156; 1919, \$3,710,616; 1924, \$2,825,933. The imports of footwear, while still substantial, are gradually decreasing, owing to the establishment of numerous modern factories in Mexico. Further information on this subject is contained in the report already referred to.

Manufactures, Miscellaneous.—1910-11, \$545,475; 1919, \$359,693; 1924, \$451,846. This comprises a number of items, individually of small importance, which cannot be otherwise classified. They are principally articles for the "fancy trade" such as fans of tortoiseshell or ivory, and manufactures of whalebone, bristle, horn, coral, ivory, mother of pearl, and hair.

VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, June 12, 1925.—In sequence to the numerous reports from this office which have appeared in previous numbers of the *Commercial Intelligence Journal* relative to the large quantities of electrical equipment required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are now advised that further tenders are being invited for the manufacture, testing, supply and delivery in every way complete and maintenance at specified site of transformers and spares for transforming electrical energy.

Particulars of the requirements are briefly outlined thus:—

SPECIFICATION NO. 25/55

Three 250 k.v.a. 22,000/115-240 volt, three-phase, 50 cycle, oil insulated, self-cooled. outdoor type, transformers and spare coils and bushings, or, alternatively, types and makes of plant which would prove attractive to the Commission.

Date of Closing of Tenders.—Tenders—on the prescribed form—should be addressed as first class mail matter to the Secretary of the State Electricity Commission of Victoria, 22-32 William street, Melbourne, Australia, in time to reach their destination on or before September 21, 1925.

Charges for Specifications.—The specification covering the requirements, and appended contract forms may be inspected at, and copies obtained from the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

The Electricity Commission makes a charge 10s. (\$2.43) for a set of two copies of the specification, and for each additional copy a charge of 5s. (\$1.22). The first fee is returnable upon receipt of a bona fide tender, but that for extra copies is not.

Deposits on Tenders Payable in Canada.—As in the case of previous specifications, to facilitate the interests of Canadian tenderers, the Electricity Commission has arranged with the Department of Trade and Commerce, Ottawa, that the amount of the preliminary deposit required to be deposited with each tender can be made in Canada. The deposits are to be paid to the Accountant of the Department of Trade and Commerce, Ottawa, and his official receipt only need be forwarded with the tender to Melbourne. The sum required to be so deposited in this instance is £10 (\$48.67).

The elimination of the more circuitous methods of deposits being sent to Australia, and possibly being returned to Canada, makes the payment in Canada a convenience alike to the Commission and the tenderers.

TARIFF CHANGES AND CUSTOMS REGULATIONS

South African Tariff on Newsprint Paper

With reference to the notice in *Commercial Intelligence Journal* No. 1113 (May 30, 1925, pages 526-8) concerning the new South African tariff, a cable-gram has been received from Mr. G. R. Stevens, Canadian Government Trade Commissioner at Cape Town, to the effect that many amendments in the general tariff rates are already operative. One of these changes is that the general tariff on newsprint paper, which was 30 shillings per ton, in the new tariff as introduced is now 5 per cent ad valorem. Canada at present is being accorded a preferential rate of 2 per cent ad valorem on this item.

New Zealand Footwear Regulations

As the importation into New Zealand of boots, shoes, etc., the sale of which in New Zealand would be an offence under the Footwear Regulation Act, 1913, of that Dominion, the following particulars about this measure, which have been furnished by Mr. C. M. Croft, Acting Canadian Trade Commissioner at Auckland, will be of interest.

Section 4 of the Act reads:—

No person shall manufacture for sale, or sell, offer, or expose for sale, or have in his possession for sale, any boots or shoes the soles of which consist wholly or partly of leather, or any imitation of leather, or of any material having the appearance of leather, unless—

(a) The soles thereof are of leather without admixture or addition other than of materials used for filling spaces, shanks, or rubber outsoles, or, in the case of ladies' fancy or evening footwear, of heels of wood or celluloid; or

(b) A statement of the material or materials composing the soles thereof is conspicuously and legibly stamped upon or impressed into the outer surface of the sole of each boot or shoe.

For the purposes of this section leather-board composed wholly or in part of leather scraps or of leather skivings is "material having the appearance of leather," and is not "leather without admixture or addition other than of materials used for filling spaces."

Regulations gazetted November 19, 1914, under the foregoing Act provide that:

Where a statement of the material or materials composing the soles of any boots or shoes is required, pursuant to section 4 of the Act, to be stamped on or impressed into the outer surface of the soles of those boots or shoes, the following provisions shall apply:—

(a) The said statement shall be stamped in indelible ink on the soles of such boots or shoes, and shall be in bold type of such size and distinctness that the statement may be read with ease by any person of normal sight at a distance of at least 5 ft.; or

(b) The said statement shall be impressed into the soles by means of sunk or branded lettering of such size and distinctness that the statement may be read with ease by any person of normal sight at a distance of at least 5 ft., or shall be embossed on the soles in lettering of like size and distinctness.

An order in council gazetted March 4, 1915, prohibits the importation of boots, shoes, slippers, and sandals, the sale of which in New Zealand would be an offence against the Footwear Regulation Act, 1913.

Australian Deferred Duties

Information has been received from the Commissioner for Australia in New York regarding further postponement of the operation of certain Australian deferred duties. These are duties, which, although appearing in the tariff, have not been operative, and the bringing of them into force has been deferred from time to time. On the items now in question, the rate under the general tariff, until the deferred duty comes into force, is 25 per cent ad valorem on item 197 (B), and 10 per cent ad valorem on the other items. In the present notice the operation of deferred duties were further postponed as follows:—

Item 136F, iron and steel hoop to 1st October, 1925, except hoop iron $\frac{1}{8}$ -inch in thickness of the following widths, viz: 1, 1 $\frac{1}{8}$, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$, 1 $\frac{3}{4}$, 1 $\frac{7}{8}$, 1 $\frac{1}{2}$, 1 $\frac{3}{4}$, 1 $\frac{1}{2}$, 1 $\frac{3}{4}$, 2 inches, which came into operation on September 30, 1923.

- 147, Iron and steel, viz: Plates and sheets plain tinned to October 1, 1925.
152 (A), Iron and steel tubes or pipes (except riveted, cast, close jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes to October 1, 1925.
168 (B), Machinery, viz: sewing machines, threadle or hand, of the type ordinarily used in the household. (1) Machine heads, whether imported separately or forming part of the complete machine, including accessories except wrenches and oil cans to July 1, 1925.
194 (D), Chain, n.e.i., not made up into serviceable articles to July 1, 1925.
197 (B), Cutlery, spoons, and forks, n.e.i.; and Knife Sharpeners to October 1, 1925.
279 (A), Citric acid to October 1, 1925.

New Haitian Tariff: List of Duties on Certain Canadian Exports

Mr. James Cormack, Canadian Trade Commissioner at Kingston, Jamaica, writes under date of July 3, 1925, that according to advance information which he has received, the Government of Haiti have completed the new tariff, which is expected to come into force on October 1, next. Some of the duties in the new tariff are increased as much as 250 per cent, but the following are understood to be new duties affecting some of the more important Canadian articles of export:

	Gourdes		Gourdes
Wheat flour	Per kg. 0.20	Macaroni	Per kg. 0.10
Fish, salted	" 0.15	Biscuits	" 0.50
Butter	" 0.60	Champagne	Per bottle 8.00
Cheese	" 0.75	Whisky	" 7.00
Potatoes	" 0.15	Ham and bacon, smoked	Per kg. 0.75
Soap, washing	" 0.20	Condensed milk	" 0.35
Lumber	Per cubic metre 15.00	Sardines	" 0.65
Confectionery	Per kg. 1.25	Perfumery	" 6.00
Beer, pints	Per bottle 0.40	Toilet water	" 2.00
Beer, quarts	" 0.60	Pure lard	" 0.40
		Imitation lard	" 0.50

The quotations given are in Haitian gourdes, the gourde being equivalent to 20 cents Canadian gold. The kilogramme equals 2,204 pounds.

Greek Duties on Various Food Products Abolished

The Department of Trade and Commerce has received a cablegram from the British Commercial Secretary at Athens to the effect that the Council of Ministers has decided to abolish, as from July 13, import duties, municipal taxes, and harbour dues on the following articles: oxen, cows, pigs, goats, sheep, fresh meat, salt meat, birds in general, cheese, cooking butter, margarine, salt, smoked and fresh fish in general, pulse in general, fresh and condensed milk. The relative decree will be published shortly.

Continued Duty Free Admission of Wheat into Italy

Mr. Jean J. Guay, Assistant Canadian Trade Commissioner at Milan, writes that the *Gazzetta Ufficiale* of June 30 contains notification of a decree extending to December 31, 1925, the exemption from customs duty of wheat entering Italy, and prohibiting till that date exports of wheat from Italy.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia. Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of closing.	Particulars.
38,394	Sept. 16.	Supply and delivery of three pneumatic power hammers, including motor, tools, accessories and spare parts, as specified.
38,395	Sept. 16.	Supply and delivery of three compressed air or steam hammers, including tools, accessories and spare parts, as specified.
38,429	Sept. 16.	Supply and delivery of one forging machine and hot saw attachment, including tools, spares and accessories, as specified.

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Acting Canadian Trade Commissioner at Auckland, N.Z., for certain equipment required for the Public Works Department and the Post and Telegraph Department, Wellington. These plans and specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

PUBLIC WORKS DEPARTMENT

No.	Date of Closing.	Particulars.
S.M. 236	Sept. 29.	Waikato Power Scheme—Section 124.—Manufacture, supply and delivery, c. and f. Auckland, of approximately 440 suspension towers, 100 angle towers, and 20 strain towers, being galvanized steel transmission-line towers, complete with cross-arms, ground stubs and accessories.
S.M. 238	Oct. 13	Section 123.—3,600 suspension insulator strings and 300 strain insulator strings complete with all ironwork for attaching to crossarm.
S.M. 240	Oct. 13.	Section 128.—2,500 suspension clamps; 700 suspension clamps to stand pull on cable of 3,000 lbs. (semi-tension clamps); 400 suspension clamps suitable for tie-downs or weights; 300 strain clamps; 150 parallel groove clamps.

POST AND TELEGRAPH DEPARTMENT

Indent 6643	Sept. 15.	5,800 dozen pencils, as specified (best quality).
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TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

912. FLOUR.—Canadian firms interested in the Italian market are requested to communicate with a firm in Genoa who wish to import flour.

913. FLOUR.—A French concern claiming to have a good connection wishes to represent Canadian exporters.

914. BUTTER.—Canadian firms interested in exporting butter to Italy would do well to communicate with a Milan concern.

915. CANNED MILK.—Importing firm in Medan, Sumatra, require sole agency arrangements for canned milk. Price must be competitive. Samples and quotations c.i.f. Belawan desired.

916. MILK; CASEIN.—A newly formed London firm, the partners of whom are long experienced in the provision trade and claim a first-class selling connection, are desirous of securing the selling agency, on a commission basis, of Canadian packers and shippers of milk—condensed, evaporated, dried and canned; also casein.

917. CHUM SALMON.—Prominent importer in Medan, Sumatra, requires samples and prices c.i.f. Belawan of chum salmon for small lots only.

918. CHUM SALMON.—Importer in Medan, Sumatra, would be glad to receive samples and prices c.i.f. Belawan for chum salmon.

919. CHUM SALMON.—Importing firm in Medan, Sumatra, desires samples of chum salmon and c.i.f. prices Belawan.

920. CHUM SALMON.—Prominent importer in Medan, Sumatra, would be glad to receive c.i.f. price Belawan, and samples and label of canned chum salmon.

921. CANNED FISH.—Canadian exporters of canned salmon, codfish and lobster are requested to send offers and quotations, possibly c.i.f. Genoa, to a Milan concern.

922. CANNED FISH.—An agent in Dublin wishes to secure agencies for all kinds of canned fish.

923. DRIED FISH.—A firm in Genoa are anxious to communicate with Canadian exporters of dried fish.

924. CALIFORNIAN SARDINES.—Importing house at Medan, Sumatra, desires c.i.f. Belawan quotations for Californian sardines with samples and label.

925. CALIFORNIAN SARDINES.—Well-known importing firm in Medan, Sumatra, would be glad to receive samples of Californian sardines and c.i.f. prices Belawan for same.

926. FROZEN MEAT.—A Genoa firm are willing to open up business relations with Canadian exporters of frozen meats.

927. BACON AND LARD.—A firm of commission agents in Milan would be willing to be put in touch with Canadian exporters of bacon and lard.

928. LARD.—Canadian exporters of lard would do well to communicate with a firm in Genoa who wish to act as representatives.

929. CANNED PEARS.—Well-known importing house in Medan, Sumatra, desires quotations c.i.f. Belawan and samples of canned pears, nominal 2's.

930. CANNED FRUITS.—Well-known importing house in Medan, Sumatra, desires sample case of canned fruits and labels, with c.i.f. prices Belawan.

931. CHOCOLATES.—Prominent importer in Medan, Sumatra, desires samples and c.i.f. quotations Belawan of chocolates. Must be packed suitably for the tropics, preferably in tins, each chocolate being foil-wrapped, and tins inside hermetically sealed.

932. MINERAL WATER.—Importer in Medan, Sumatra, desires c.i.f. quotations Belawan for a mineral water similar to Coca Cola, and if possible sample.

933. CEREALS.—A Milan company are anxious to import oats, barley, rye and other cereals from Canada.

Miscellaneous

934. ASBESTOS.—A firm in Genoa desire to import asbestos. Canadian firms are asked to submit offers and quotations.

935. CELLULOSE.—A Genoa concern is anxious to act as representatives for Canadian exporters of cellulose.

936. LEATHER OF ALL KINDS.—Canadian manufacturers are requested to send offers and quotations, possibly c.i.f. Constantinople, to a company in Turkey.

937. LEATHER.—A firm in Genoa wish to communicate with Canadian exporters of leather.

938. LEATHER AND SHOE FINDINGS.—A Brazilian manufacturers' agent would like to get into touch with Canadian exporters of leather and shoe findings.

939. WEBBING BELTS.—Importing house in Medan, Sumatra, desires to get in touch with exporters of webbing belts with leather pockets. Competitive price c.i.f. Belawan 34s. 6d. per dozen, boxed individually. Samples and c.i.f. prices Belawan desired.

940. RAW HIDES.—A Constantinople house is anxious to import raw hides from Canada. Port of entry, Constantinople.

941. COTTON AND WOOL YARNS.—A Brazilian manufacturers' agent would like to represent Canadian exporters of cotton and wool yarns.

942. CANVAS (COTTON DUCK).—Prominent importer in Medan would be glad to receive quotations c.i.f. Belawan on canvas, 28½ inches by 30 yard pieces, 10 pieces per bale, 10 ounces and 12 ounces. Proof duck, width 72 inches and length of piece 50 yards and packing 3 pieces per bale. Also samples of above.

943. WALLBOARD.—A commission agent in Rio de Janeiro is desirous of hearing from Canadian exporters of wallboard with a view to obtaining representations.

944. LAWN MOWERS.—Importing firm in Medan, Sumatra, desires c.i.f. quotations Belawan for lawn mowers 18 inches, 4 blades only.

945. GALVANIZED SHEETS.—Large importer in Medan, Sumatra, would be glad to receive c.i.f. prices Belawan for galvanized sheets in sizes 6 feet by 3 feet and 8 feet by 3 feet, gauges 28, 31 and 32. Prices must be competitive with English. Packing either in crates or in bundles of about 2 cwt. (224 lbs.) secured by corrugated iron hoops.

946. BUMPERS FOR AUTOMOBILES.—An old-established Dutch import house in Medan, Sumatra, desires particulars and c.i.f. prices Belawan for bumpers parallel bars (two).

947. GREEN ANTI-GLARE SHIELDS FOR AUTOMOBILES.—Large importer in Medan desires c.i.f. quotations Belawan and full particulars of green anti-glare shields for automobiles.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 20, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 20, 1925. Those for the week ending July 13, 1925, are also given for the sake of comparison.

		Parity	Week Ending July 13, 1925	Week Ending July 20, 1925
Britain	£	1.00	\$4.8612	\$4.85 $\frac{3}{4}$
France	Fr.	1.	.0470	.0472
Italy	Lire	1.	.0372	.0371
Holland	Florin	1.	.4007	.4015
Belgium	Fr.	1.	.0465	.0464
Spain	Pes.	1.	.1452	.1450
Portugal	Esc.	1.	.0515	.0514
Switzerland	Fr.	1.	.1942	.1942
Germany	Reichs Mk.	1.	.2380	.2380
Greece	Dr.	1.	.0160	.0162
Norway	Kr.	1.	.1780	.1824
Sweden	Kr.	1.	.2686	.2690
Denmark	Kr.	1.	.2064	.2155
Japan	Yen	1.	.4100	.4125
India	R.	1.	.3675	.3675
United States	\$	1.	1.00	1.00
Mexico	\$	1.	.4975	.4975
Argentina	Pes.	1.	.4050	.4043
Brazil	Mil.	1.	.1125	.1156
Roumania	Lei	1.	.193	.....
Jamaica	£	1.	4.86	4.8500
British Guiana	\$	1.	1.	1.
Barbados	\$	1.	1.	1.
Trinidad	\$	1.	1.	1.
Dominica	\$	1.	1.	1.
St. Kitts	\$	1.	1.	1.
Grenada	\$	1.	1.	1.
St. Vincent	\$	1.	1.	1.
Tobago	\$	1.	1.	1.
Shanghai, China	Tael	1.	.708	.7737
Batavia, Java	Guilder	1.	.402	.4025
Singapore, Straits Settlements ..	\$	1.	.567	.5700

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ausonia, Aug. 1; Ascania, Aug. 15; Antonia, Aug. 22; Ausonia, Aug. 29—all Cunard Line.

To LIVERPOOL.—Montclare, July 31; Montrose, Aug. 7—both Canadian Pacific; Regina, Aug. 1; Canada, Aug. 8; Doric, Aug. 15; Megantic, Aug. 22; Regina, Aug. 29—all White Star-Dominion; Alaunia, Aug. 7; Aurania, Aug. 21—both Anchor-Donaldson.

To LONDON.—Bosworth, Aug. 1; Brecon, Aug. 8; Batsford, Aug. 15—all Canadian Pacific; Ausonia, Aug. 1; Vasconia, Aug. 8—both Cunard Line; Canadian Aviator, Aug. 3; Canadian Trapper, Aug. 13; Canadian Hunter, Aug. 22—all C.G.M.M.

To AVONMOUTH.—Cornishman, Aug. 8; Welshman, Aug. 15; Turcoman, Aug. 22; Colonial, Aug. 29—all White Star-Dominion; Salacia, Aug. 1; Kastalia, Aug. 2—both Anchor-Donaldson.

To HULL.—Cornish Point, Furness, Withy, Aug. 15.

To SOUTHAMPTON.—Minnedosa, July 29; Melita, Aug. 12—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairngowan, July 31; Cairntorr, Aug. 7; Cairnmona, Aug. 14—all Thomson Line.

To MANCHESTER.—Manchester Corporation, July 30; Manchester Brigade, Aug. 6; Manchester Regiment, Aug. 13—all Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Commander, July 31; Canadian Mariner, Aug. 14; Canadian Victor, Aug. 28—all C.G.M.M.

To GLASGOW.—Metagama, Aug. 13; Marburn, Aug. 20—both Canadian Pacific; Letitia, July 31; Saturnia, Aug. 7; Athenia, Aug. 14; Letitia, Aug. 28—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Lord Antrim, Head Line, Aug. 9.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, July 28; Canadian Volunteer, Aug. 11; Canadian Carrier, Aug. 25—all C.G.M.M.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Fisher, July 29; Canadian Forester, Aug. 19—both C.G.M.M.

To ST. JOHN'S, Nfld.—Canadian Sapper, C.G.M.M., Aug. 15.

To WEST COAST NEWFOUNDLAND.—Mayarit, Clarke SS. Co., Aug. 5.

To ANTWERP.—Canadian Aviator, Aug. 3; Canadian Trapper, Aug. 13; Canadian Hunter, Aug. 22—all C.G.M.M.; Minnedosa, July 29; Melita, Aug. 12—both Canadian Pacific.

To ROTTERDAM.—Hastings County, Aug. 15; Essex County, Aug. 20—both Intercontinental Transports.

To HAMBURG.—Hada, July 30; Brant County, Aug. 7; Grey County, Aug. 26—all Intercontinental Transports.

To HAVRE.—Welland County, Intercontinental Transports, Aug. 15.

To AUSTRALIAN PORTS.—Canadian Spinner, C.G.M.M., July 31.

To NEW ZEALAND PORTS.—Kartigi, New Zealand SS. Co., Aug. 20; Canadian Prospector, C.G.M.M., Aug. 25.

To SOUTH AFRICAN PORTS.—Cariboo, Elder Dempster, Aug. 15.

To COPENHAGEN AND BALTIC PORTS.—Frode, July 31; Gorm, Aug. 9—both Scandinavian-American Line.

To GENOA AND NAPLES.—Valforita, Lloyd Mediterraneo Italian Service, Aug. 6.

To YOKOHAMA AND SHANGHAI (via VANCOUVER).—Canadian Skirmisher, C.G.M.M., Aug. 29.

To SOUTH AMERICAN PORTS.—Halizones, Houston Line, Aug. 5.

From Quebec

To LIVERPOOL.—Regina, Aug. 1; Canada, Aug. 8; Doric, Aug. 15; Megantic, Aug. 22; Regina, Aug. 29—all White Star-Dominion Line; Montroyal, Canadian Pacific, Aug. 14.

To SOUTHAMPTON.—Empress of Scotland, Aug. 5; Empress of France, Aug. 19—both Canadian Pacific.

To AVONMOUTH.—Cornishman, Aug. 8; Welshman, Aug. 15; Turcoman, Aug. 22; Colonial, Aug. 29—all White Star-Dominion.

To GLASGOW.—Montnairn, Canadian Pacific, July 30.

To HAMBURG.—Empress of Scotland, Canadian Pacific, Aug. 5.

From Halifax

To LIVERPOOL.—Newfoundland, Aug. 19; Sachem, Sept. 7—both Furness, Withy.

To LONDON.—Cornish Point, Furness, Withy, Aug. 8.

To ST. JOHN'S, Nfld.—Newfoundland, Aug. 19; Sachem, Sept. 7—both Furness, Withy.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chignecto, July 31; Teviot, Aug. 14; Chaudiere, Aug. 28—all R.M.S.P. Co.

To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Aug. 19.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Achilles, Blue Funnel, Aug. 20.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Aug. 6; Empress of Russia, Aug. 20—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI AND SHANGHAI.—Africa Maru, Osaka Shosen Kaisha, July 28.

To LONDON, LIVERPOOL AND AVONMOUTH.—Chattanooga City, Isthmian Line, Aug. 1.

To LONDON.—Noorderdyk, late July; Moerdyk, middle August; Loch Katrine, late August—all R.M.S.P. Co.; Canadian Pioneer, C.G.M.M., July 30.

To LIVERPOOL.—Noorderdyk, late July; Loch Katrine, late August—both R.M.S.P. Co.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Scottish, C.G.M.M., Aug. 25.

To BORDEAUX, HAVRE AND ANTWERP.—Arizona, Aug. 5; Oklahoma, Aug. 15—both Cie. Gle. Transatlantique (French Line).

To ANTWERP.—Noorderdyk, late July; Moerdyk, middle August; Loch Katrine, late August—all R.M.S.P. Co.; Canadian Pioneer, C.G.M.M., July 30.

To ROTTERDAM.—Noorderdyk, late July; Moerdyk, middle August; Loch Katrine, late August—all R.M.S.P. Co.

To HAMBURG.—Moerdyk, R.M.S.P. Co., middle August.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, July 29; Niagara, Aug. 26—both Canadian-Australasian Royal Mail Line.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

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Deputy Minister: F. C. T. O'Hara

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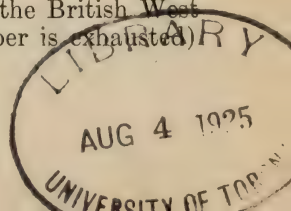
CANADA-BRITISH WEST INDIES-BERMUDA-BRITISH GUIANA-BRITISH HONDURAS TRADE AGREEMENT, 1925

Copies of the Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement, 1925, the text of which was published in *Commercial Intelligence Journal* No. 1119 (July 11, 1925), have now been published in pamphlet form and may be obtained on application to the King's Printer, Government Printing Bureau, Ottawa, at the price of ten cents per copy. A French translation of the treaty is also published at the same price.

SPECIAL REPORT ON TRADE BETWEEN CANADA AND BRITISH WEST INDIA COLONIES, 1925

The Dominion Bureau of Statistics issued recently a special report on the Trade between Canada and the British West India Colonies, Fiscal Years 1912, 1914, 1915, and 1921 to 1925, for use at the Canada-British West India Colonies Conference, which met in Ottawa in the month of June, 1925.

A limited number of these reports are available for distribution to reliable persons. Anyone interested in the trade between Canada and the British West India Colonies may have a copy of this report (until the number is exhausted) on application to the Dominion Bureau of Statistics, Ottawa.



SUMMARY OF THE TRADE OF CANADA: MONTH, THREE MONTHS, AND TWELVE MONTHS ENDING JUNE, 1925

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of June, 1925			Three months ending June, 1925			Twelve months ending June, 1925		
	From United Kingdom		From United States	From United Kingdom		From United States	From United Kingdom		From United States
	Total Imports	\$	\$	Total Imports	\$	\$	Total Imports	\$	\$
<i>Imports for Consumption</i>									
Agricultural and Vegetable Products.....	17,950,659	2,538,073	8,710,781	46,543,360	7,204,408	21,365,162	175,929,238	28,568,518	78,354,570
Animals and Animal Products.....	3,757,092	2,299,843	2,725,018	10,954,030	1,919,442	7,218,754	43,109,163	5,664,600	20,449,483
Fibres, Textiles and Textile Products.....	12,961,798	5,317,632	4,922,373	39,637,750	15,624,858	16,745,050	169,175,315	72,405,381	66,344,041
Wood, Wood Products and Paper.....	3,245,957	3,317,147	2,712,057	9,298,437	7,854,592	7,758,573	37,860,551	3,548,156	32,152,343
Iron and its Products.....	14,993,575	1,781,420	12,757,072	44,822,086	4,842,628	38,987,550	139,525,201	17,403,174	118,506,213
Non-Ferrous Metals and their Products.....	3,650,857	442,650	2,016,512	10,262,392	1,262,281	8,987,374	40,950,611	4,188,866	33,123,079
Non-Metallic Minerals and their Products.....	12,295,318	1,331,518	9,741,934	30,964,269	3,082,410	24,410,303	129,652,910	10,646,205	109,471,880
Chemicals and Allied Products.....	2,144,455	388,835	1,467,898	6,798,006	1,038,115	4,609,904	25,576,724	4,240,280	16,926,186
Miscellaneous Commodities.....	4,571,794	604,698	3,346,298	11,400,358	1,526,113	8,604,761	47,116,291	6,791,177	33,652,382
Total Imports, 1925.....	75,591,505	13,051,812	49,303,844	210,590,688	37,378,808	138,883,631	808,896,004	153,456,657	517,680,180
1924.....	66,395,750	12,038,102	43,959,314	198,637,221	35,025,799	131,197,159	824,914,878	150,467,437	570,868,112
1923.....	84,632,624	14,031,806	55,789,777	237,079,210	38,145,052	161,856,494	864,172,897	149,682,724	585,700,253
<i>Exports (Canadian Produce)</i>									
Agricultural and Vegetable Products.....	36,559,855	18,212,298	3,991,529	106,012,311	58,905,463	14,429,450	436,827,724	257,628,501	45,974,612
Animals and Animal Products.....	13,229,420	6,181,065	5,412,595	30,532,888	13,054,032	13,552,662	169,506,156	82,937,790	60,783,892
Fibres, Textiles and Textile Products.....	24,126,847	2,616,117	19,842,196	61,957,758	4,466,711	53,513,720	9,661,787	2,168,983	4,718,632
Wood, Wood Products and Paper.....	8,309,128	1,807,540	5,222,642	14,813,612	1,216,544	1,603,752	257,414,781	17,246,584	222,830,426
Iron and its Products.....	8,658,095	1,507,095	5,077,203	21,893,644	4,854,462	12,972,793	58,151,475	6,250,080	5,341,508
Non-Ferrous Metals and their Products.....	1,987,870	138,559	1,394,641	4,987,160	311,146	3,515,577	18,639,911	1,381,509	59,304,317
Non-Metallic Minerals and their Products.....	1,270,476	365,562	1,449,316	3,842,809	917,974	1,734,007	21,121,313	3,920,836	13,549,945
Chemicals and Allied Products.....	1,507,734	332,939	788,346	3,704,737	769,483	2,204,717	14,475,892	3,566,414	8,630,702
Totals, 1925.....	93,462,993	30,476,753	37,781,268	249,729,117	85,024,923	104,418,338	1,078,546,094	393,740,608	429,275,635
1924.....	87,218,747	28,425,774	31,694,673	240,250,376	87,127,748	92,597,365	1,062,243,790	377,478,714	423,885,067
1923.....	94,900,837	33,046,424	35,904,027	223,357,642	69,706,816	99,419,842	981,984,851	387,587,179	394,280,579
<i>Exports (Foreign Produce)</i>									
Totals, 1925.....	856,134	82,094	703,392	2,773,171	213,184	2,319,213	12,160,237	1,134,357	9,894,442
1924.....	1,109,342	169,476	829,816	2,907,224	403,442	2,192,270	13,061,879	1,334,368	10,609,406
1923.....	1,337,055	74,210	972,719	3,257,556	172,004	2,518,229	13,708,398	799,909	11,103,114
<i>Excess of Imports (i) or All Exports (e)</i>									
1925.....	(e) 18,727,622	(e) 17,507,036	(i) 10,819,184	(e) 41,911,600	(e) 47,859,299	(i) 32,146,080	(e) 281,810,327	(e) 241,418,308	78,510,103
1924.....	(e) 21,932,339	(e) 16,577,148	(i) 10,434,725	(e) 44,530,379	(e) 52,505,391	(i) 46,402,024	(e) 220,390,791	(e) 228,345,645	(i) 136,373,639
1923.....	(e) 11,605,268	(e) 19,088,828	(i) 18,913,031	(i) 10,463,982	(i) 31,733,858	(i) 59,647,423	(e) 131,520,352	(e) 238,704,364	(i) 180,316,560

THE FUTURE OF EXCHANGE IN ARGENTINA

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, June 16, 1925.—When surveying the situation of Argentine exchange, it will not be amiss to review, in a few lines, the basis of her dual currency. The monetary system is based on two gold coins, one of five and the other of two and a half pesos, consisting of 8.0645 and 4.03225 grammes respectively of gold nine-tenths fine. The peso is divided into one hundred parts called centavos. The majority of Argentine foreign transactions are made on the basis of this gold peso. The paper money in circulation consists of the following denominations: 50 centavos, 1, 5, 10, 50, 100, 500, and 1,000 pesos. Nickel coins are of 5, 10, and 20 centavos. Twenty-five years ago the paper peso hovered around 44 per cent of the value of the gold peso, and in order to stabilize it a law was passed on November 4, 1899, fixing the legal value of the paper peso at 44 centavos gold. Following this law, the "Caja de Conversión," a Government financial department holding gold as a guarantee behind the paper issue, received and delivered gold on demand at the above rate, until two emergency laws of August 9 and September 30, 1914, suspended the payment of gold. These emergency laws did not, however, suspend at the same time the law of November 4, 1899, which laid down the relative value of 44 centavos gold to one paper peso, with the result that on account of the gold peso being fastened by law to the paper peso it became, as it were, theoretical and varied daily in value in international exchange. It is this theoretical gold peso which is quoted instead of the national paper currency in daily use in the republic, as is the case with most other countries.

On June 10 the Caja de Conversion contained..	\$ 451,782,984 18 gold
Gold deposited in Argentine Legations..	17,999,780 93 "
Total gold available..	\$ 469,782,765 11 "
Equivalent in paper pesos at 44 centavos gold..	\$1,067,683,093 43 paper
Value of paper in circulation..	\$1,360,706,332 64 "

The percentage of gold guarantee is therefore 78.46 per cent.

FLUCTUATION OF THE PESO

The par quotation is 103.64 gold pesos for 100 Canadian gold dollars. The emergency laws of 1914 suspending the payment of gold at once set the peso free to fluctuate in accordance with the momentary state of trade, the country's finances, public confidence, and the innumerable unseen or incalculable factors which affect the delicate monetary system of any country during turbulent times. For six years following the suspension of gold payments the average value of the peso was above par. But Argentine commerce, acting in sympathy with the world slump and readjustment of trade and values which set in the latter half of 1920, fell away, financial conditions were upset, and the value of the peso dropped. However, outside influences were more to blame than the collapse of national industry or finance. Argentina remained as steady as it was possible, in view of the troubled conditions, to be. The fact that Argentina had a favourable balance of trade of over 1,500,000,000 gold pesos from 1910 to 1920, that she had had for years one of the world's most stable governments, that she is the chief food supply depot of Europe, was a certain guarantee that the peso would not remain very long at a discount.

A year ago the peso was quoted at 136 for 100 Canadian dollars, but towards the close of 1924 it commenced to strengthen, rising in value until January last, when the highest quotation averaged 109. Throughout January and February the peso remained steady between 109 and 111, but fell off slightly

in March, and in April it fell to 116. The latter part of May it strengthened again to 108, and at present stands at 109.50. During the last six months, therefore, the peso has been fairly steady, gradually edging towards par.

The cause for this strengthening is in no small measure due to the change from an unfavourable balance of trade, which has averaged 63,000,000 gold pesos for each of the three preceding years, to the large favourable balance of trade for 1924 of 182,685,000 gold pesos. Imports had a valuation of 828,710,000 gold pesos, while the value of exports amounted to 1,011,395,000 gold pesos. The years 1910 to 1924, inclusive, gave a favourable balance of trade of 1,537,508,000 gold pesos, or a yearly average exceeding 100,000,000 gold pesos.

BALANCE OF TRADE

The balance of trade for 1925 will undoubtedly fall below that of the previous year, as the exportable surplus of many products is considerably smaller. The tremendous rise and consequent speculation in wheat prices at the beginning of the year completely disorganized the cereal market of Argentina. Sales and exports for January showed an increase over the previous January, but subsequent months saw an arrestment of transactions in all grains. When prices were going up dealers, speculators, and growers held their grain, and when prices fell they still held on. For the five months ending May, 3,577,000 tons of cereals were exported compared with 5,320,000 tons for the same period last year. There is, however, every reason to believe that exports in grain will pick up during the latter half of the year. Meat shipments for the period ending May have shown a good increase over the same period of last year. It is, of course, impossible to predict what the value of exports will be, but considering the increase of exports of flour and other wheat products, hay, skins, hides, quebracho and meat, there is no reason why the favourable balance of trade should be below 100,000,000 gold pesos, the average for the last fifteen years.

The following table of exports by units will show the situation at a glance, in a rough way:—

	Five months ending May, 1925.	Year 1924.	Year 1923.
Cereals.. . . .	3,577,000	11,876,000	8,667,000 tons
Butter, wool, meat, skins, etc..	1,826,000	4,659,000	4,548,000 cases, bales and casks
Hides.. . . .	4,172,000	11,858,000	9,431,000 number
Beef.. . . .	4,049,000	9,546,000	6,755,000 quarters
Mutton and lamb.. . . .	1,774,000	3,449,000	3,411,000 carcasses

ASSETS AND LIABILITIES

The following estimate of assets and liabilities in the balance of payments for 1922-23 was published last February by the well-known Argentine banking firm of Carlos A. Tornquist. Leaving out the amounts opposite imports and exports there remains a debit of about 160,000,000 gold pesos. This amount can be considered an approximate yearly average debit to be subtracted from the balance of trade.

Assets. Year 1922-23.	Millions of Gold Pesos.
Exports.. . . .	767.0
Issues of already established undertakings.. . . .	8.0
New capital.. . . .	15.0
Convention with France and England—interest.. . . .	1.7
Interest on foreign securities.. . . .	2.0
Sale of Argentine bonds.. . . .	14.0
Expenditure of foreign travellers in Argentina.. . . .	6.0
Decrease in gold stock.. . . .	1.85
Loans.. . . .	13.1
Foreign correspondents and accounts.. . . .	9.0
Total.. . . .	837.65

Liabilities.	
Imports..	846.0
Service of the public debt..	52.0
Service of "Cédulas Hipotecarias"..	6.9
Railway companies' dividends and interest..	69.5
Earnings of other capital..	32.8
Remittances and savings of foreign residents in Argentina..	38.0
Expenditure of Argentine travellers in foreign countries..	12.0
Argentine bonds repatriated..	16.0
Convention with England and France—increase of balance..	0.8
Cancellation of loans..	0.8
Decrease of mortgage capital..	1.9
Total..	<u>1,076.7</u>

RAILWAY CONDITIONS

The railway systems, totalling 22,215 miles, showed an increase in revenue for the eleven months ending May of 8,000,000 gold pesos over the same period last year. The revenue for the last few weeks, however, has been falling off and shows a decline compared with the corresponding weeks of last year. The total revenue for 1924 amounted to 264,000,000 gold pesos, which was 31,000,000 gold pesos more than the preceding year. The year 1924 saw the railways return to pre-war traffic standards. It was the first year during the last eleven which has exceeded 1913 in the amount of passenger and freight traffic. The tonnage for 1924 was 46,200,000, while 42,030,000 tons of freight were transported in 1913. The increased revenue of the British railways in Argentina and the return of the peso to almost par has very greatly benefited British stockholders, and the recent news from London reporting a rise in Argentine railway shares was not surprising. The losses last year through heavily discounted remittances owing to the decreased value of the peso were enormous, and the present rise of exchange with the possibility that the "Caja de Conversión" will be opened in the near future for the free exchange of gold, thereby assuring the stability of the peso at par, has been such a boon to stockholders that it is not surprising that values have risen.

STABILIZING THE CURRENCY

The Government decree authorizing the export of gold came into force on June 10, but, as expected, it had no effect upon exchange. The question of opening the "Caja de Conversión" for the free exchange of gold and paper has been before the Government for consideration, but it would appear that the time was not yet ripe for such action. Although it is earnestly desired to return to the gold standard at the earliest possible moment, such a move will be made only when the Government is certain that conditions are such as to guarantee against the possibility of failure. All Argentines are looking forward to the time when the "Caja" can be opened so that the stability of the currency will be an established fact. When the peso reaches par, to remain there, foreign capital already invested in the country will be assured of a steady return, which fact will quickly cause fresh money to immigrate.

If signs are any criterion, then surely the peso is going up. Argentine railroad and other stocks have been advancing. United States investors have lately shown confidence in Argentina by the rapidity with which the recent \$45,000,000 loan placed in New York was covered. At recent annual meetings held in London of the shareholders of various British-Argentine banks and companies the chairmen, while reporting a successful year, have expressed in each case the most optimistic views as to Argentina's future. The average yearly favourable balance of trade for the last fifteen years has been 100,000,000 gold pesos. Last year's balance was 182,000,000 gold pesos, and there is no reason to believe that 1925 will be less than 100,000,000 gold pesos. Against this, however, it must not be

overlooked that there is a heavy debit for public debt service, foreign company dividend remittances, etc. Many important financial and industrial men closely connected with Argentine trade, both abroad and in Argentina, viewing the conditions as above related, strongly advocate a return to the free exchange of gold at the earliest possible moment. The members of the Government, however, are no less anxious than other people to see the "Caja de Conversión" open, but being conversant with all factors controlling the situation, they feel that the time is not yet opportune for such a move.

MARKET FOR MAPLE ROLLER BLOCKS IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, July 10, 1925.—With regard to maple roller blocks, for which a considerable demand exists in this district, one importing firm, who have made recent inquiry, complain that they find difficulty in dealing direct, owing to the fact that manufacturers, both in the United States and in Canada, frequently do not realize the necessity for furnishing a standardized product which is 100 per cent suitable for mangle-manufacturing purposes. It is instanced that in a recent carlot purchase fully 20 per cent of the blocks were absolutely useless, and had to be thrown out before turning and boring, while there was a considerable loss also in the balance. They have therefore hitherto preferred to buy through local suppliers who permit them to send a man to the docks to select from stock and to reject what is unsuitable. Only prime quality perfectly sound blocks, free from heart and all defects, are saleable.

As a result of past experience therefore the firm on whose behalf a Trade Inquiry is published in this issue state that in placing a direct order in future they will require a guarantee that the percentage of loss due to inclusion of unsuitable blocks shall not exceed a prearranged proportion. They also state that in the larger sizes at times the rollers are turned to the various diameters in the rough, and that they prefer rollers so rough turned.

FIRST SHIPMENT OF RHODESIAN CATTLE TO ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, July 17, 1925.—On July 15, 235 live cattle shipped from Rhodesia were landed at Birkenhead lairage. This is the first consignment of Rhodesian cattle to arrive in England, although there have been two previous landings of animals from South and Southwest Africa. They were collected from farms in the Bulawayo and Salisbury districts, and were after a six days' journey to Cape Town started on a thirty-four days' ocean voyage to this country.

In an interview with the Liverpool dealers handling this shipment, it was stated that the condition on arrival was good considering the length of time they had been in transit, and that the quality on the whole was also satisfactory. The majority of the animals were Angus cattle and all were for slaughtering purposes.

This consignment is considered much in the light of an experiment, and while there are hopes that a continuous supply may be looked for from this source, in the opinion of the cattle dealers referred to the present costs of transportation are too great to prove very encouraging to shippers. The prices realized have been somewhat lower than for recent Canadian cattle, while of course the expenses involved have been considerably greater.

CONDITION OF UNITED KINGDOM CROPS

TRADE COMMISSIONER HARRISON WATSON

London, July 14, 1925.—Except for the intervention of a few days of cold weather at the end of June, haymaking was carried through under almost ideal weather, and the crops generally were gathered in in excellent condition.

According to the forecast of the Ministry of Agriculture, the average yield of seeds hay throughout England and Wales is estimated at $29\frac{1}{2}$ cwt. per acre (approximately 1 cwt. above average). Meadow hay was, however, less well served by the exceptionally dry weather, and the yield is not expected to exceed an average of 20 cwt. per acre, which is 1 cwt. below the average.

Whereas the advent of fine and warm conditions at the end of May rescued the farmers from disaster, the almost uninterrupted spell of hot and sunny weather, accompanied by drought which has now lasted over six weeks, is commencing to have a deleterious effect on most crops. As there is no indication of the arrival of rain, anxiety is being expressed in most districts.

Up to recently wheat was doing extremely well, but the outlook is now less assuring. The conditions which have prevailed have caused the practical disappearance of the difference which existed between crops sown on heavy and light soils. Winter barley has benefited from the sunny weather, but spring-sown has not done so well, and the outlook is for poor yields generally. Oats up to the end of June had not suffered much from the lack of rain, but are now inclined to deteriorate.

So far the most promising crop of the year is beans. Peas are variable and require rain badly. Early potatoes are mostly small and giving light yields. The main crops have grown fairly well and are healthy, but are beginning to be checked by the absence of moisture.

As regards hops, the prospects are rather disappointing. There has been a good deal of disease, and indifferent results are expected in many districts.

THE WORLD'S SHIPPING

TRADE COMMISSIONER HARRISON WATSON

London, July 13, 1925.—The new edition of Lloyd's Register Book shows that there was no important change in the world's tonnage during the year ended June, 1925, as the following figures covering the two years indicate:—

	1925.			1924.		
	Steamers and Motorships.	Sailing Vessels.	Total	Steamers and Motorships.	Sailing Vessels.	Total
Where owned.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.
Great Britain and Ireland	19,304,670	136,041	19,440,711	18,954,158	151,680	19,105,838
Other countries.. . . .	43,075,706	2,125,001	45,200,707	42,559,982	2,357,747	44,917,729
	<u>62,380,376</u>	<u>2,261,042</u>	<u>64,641,418</u>	<u>61,514,140</u>	<u>2,509,427</u>	<u>64,023,567</u>

An appreciable increase, however, as compared with 1924, has taken place in the tonnage owned in certain countries. In Great Britain and Ireland the increase amounts to 334,873 tons; in Italy, to 196,449 tons; and in Norway, to 175,249 tons. A considerable reduction is, however, shown in the United States tonnage, which is now 579,487 tons less than twelve months ago.

TONNAGE OF STEAMERS AND MOTOR SHIPS

Lloyd's Register states that although there are still over one million tons of wood and composite steamers in existence, it is probably more accurate, for purposes of comparison between the relative positions of the various merchant marines to ignore these, and to take into account only steel and iron sea-going vessels. The total tonnage of such accredited to the principal maritime countries in June, 1914, and June, 1925, respectively, is as follows:—

	June, 1914 Tons Gross.	June, 1925 Tons Gross.	Difference Tons Gross.
Great Britain and Ireland.. . . .	18,877,000	19,274,000	(Inc.) 397,000
British Dominions.. . . .	1,407,000	2,230,000	" 823,000
United States.. . . .	1,837,000	11,605,000	(Inc.) 9,768,000
Austria-Hungary.. . . .	1,052,000	.....	.....
Belgium.. . . .	341,000	538,000	(Inc.) 197,000
Denmark.. . . .	768,000	1,008,000	" 240,000
France.. . . .	1,918,000	3,262,000	" 1,344,000
Germany.. . . .	5,098,000	2,993,000	(Dec.) 2,105,000
Greece.. . . .	820,000	890,000	(Inc.) 70,000
Holland.. . . .	1,471,000	2,585,000	" 1,114,000
Italy.. . . .	1,428,000	2,894,000	" 1,466,000
Japan.. . . .	1,642,000	3,741,000	" 2,099,000
Norway.. . . .	1,923,000	2,555,000	" 632,000
Spain.. . . .	883,000	1,120,000	" 237,000
Sweden.. . . .	992,000	1,215,000	" 223,000
Other countries.. . . .	2,057,000	2,875,000	" 874,000
Total.. . . .	42,514,000	58,785,000	16,271,000

From the above it will be seen that Germany is the only leading country where the tonnage owned has declined.

The net result is that whereas in 1914 the United Kingdom owned nearly 44½ per cent of the world's sea-going steel and iron steam tonnage, the present percentage is under 33. The United States now occupy second place with nearly 20 per cent.

Obviously the above figures do not take into consideration the question of the efficiency of the various merchant navies, as in addition to such factors as size, age, type, and speed of the vessels, other circumstances, which do not lend themselves to a statistical analysis, would have to be taken into account.

AGE AND SIZE OF VESSELS

A considerable increase has taken place in recent years in the number of steamers and motor ships of 4,000 tons each and above, but more than one-half of the total number in existence consists of those less than 1,000 tons each.

Of the tonnage owned in Great Britain and Ireland 25½ per cent is less than five years old. The merchant navies which have the largest proportion of new tonnage (less than five years old) are as follows: Germany, 50.6 per cent; Holland, 33½ per cent; France, 27 per cent; Denmark, 26.7 per cent; and Norway, 24 per cent.

TYPE OF VESSELS

Probably the most noteworthy feature of the present time is the continued advance in the use of the motor ship, and it is interesting to mention that only this week a Belfast company launched the ss. *Asturias*, which is the largest motor ship in existence.

A table is published in the Register contrasting the respective positions of coal and oil as fuels in 1914 and 1925:—

	1914 Percentage of Gross tonnage.	1925. Percentage of Gross tonnage.
Sailing vessels and barges.. . . .	8.06	3.50
Oil, etc., in internal combustion engines.. . . .	0.45	4.20
Oil fuel for boilers.. . . .	2.65	27.54
Coal.. . . .	88.84	64.76
	100.0	100.0

GROWTH OF WORLD'S TONNAGE

Statistics published in the report show that during the past thirty-five years the steam and motor tonnage of the world has increased by over 48,500,000 tons. Well over 11,000,000 tons have been added to the shipping of the United Kingdom during the same period, while the steam tonnage of the following countries is now more than six times as large as it was in 1891: Denmark, Holland, Italy, Japan, Norway, and Sweden.

SITKA SPRUCE IN THE AUSTRALIAN MARKET

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, June 22, 1925.—While spruce timber from the Pacific coasts of Canada and the United States has been imported into Australia for many years, very little, if any, of the best qualities are used. The different varieties are all known simply as "spruce" without any attempt to distinguish between them.

Practically the sole purpose for which spruce timber is used here is for box-making, which calls for merchantable and merchantable box grades only. No doubt much of this is Sitka, but for ordinary commercial purposes it is merely referred to as "spruce."

During the year ended June 30, 1924, approximately 45,000,000 superficial feet of timber valued at £436,000 were imported into Australia for box-making alone. Of this quantity 14,689,478 superficial feet were supplied by Canada and 22,358,088 superficial feet by the United States, practically all from Pacific coast ports. As spruce is recognized here as one of the three or four best varieties of timber for box-making, its virtues are well known, hence the bulk of the timber imported from the Pacific coast for the purpose mentioned is of that variety. The trade has been established for many years and is well organized in every way.

Spruce is admitted under customs by-laws for box-making at 1s. per 100 superficial feet, but when imported for the same purpose in dressed or partly dressed condition and cut to size, the duty is 6s. per 100 superficial feet. On the undressed timber, also cut to size for box-making, the duty is 5s. per 100 superficial feet. In consequence of these duties about two-thirds of the spruce imported is brought in under departmental by-laws at 1s. per 100 superficial feet, and the balance at the cut to size, dressed or partly dressed, rate of 6s.

It is considered by importers that the trade in spruce in this country for purposes other than box-making is very small and unlikely to show much expansion until other industries for which it is also adaptable are established.

IMPORTS OF CANADIAN FOODSTUFFS INTO TRINIDAD, BRITISH GUIANA, AND BARBADOS

TRADE COMMISSIONER H. R. POUSSETTE

[The two former parts of this report were published in Nos. 1120 and 1121 respectively: July 18 and July 25.]

CONDENSED MILK

Large quantities of condensed milk are consumed in these colonies, the reason for this being that sufficient supplies of fresh milk are not available. The principal importer is Trinidad, which island during 1923 imported a total of 49,279 cases. Canada had in 1923 a very substantial share of the trade, equal to nearly 50 per cent, but it is somewhat doubtful if the 1924 figures will disclose so favourable a position outside of one particular brand. Imports into

British Guiana in 1923 totalled 723,292 pounds, of which 271,114 pounds were credited to Canada, 219,655 to the United Kingdom and 93,088 to the United States. Barbados imported in that year to the value of £9,901, of which £5,178 was credited to Canada.

FISH

Codfish.—Fish imported into the British West Indies is classified under three headings. Unfortunately imports of fish from Canada are not differentiated from those of Newfoundland, the two being lumped together under British North America. The principal import of fish from the Dominion is dried cod, which is well liked and is held to be superior to that of any competitor. The Canadian fish is larger and of better quality, and consequently is able to command about \$10 more per cask than the cod from Newfoundland. There were imported into Trinidad from British North America in 1922 over 6,000,000 pounds of dried, salted, smoked or pickled fish, but the following year the imports had fallen to 4,669,085 pounds. This trade was not lost to any other country, as the totals of this commodity fell from 6,995,243 pounds to 5,163,704 pounds. Imports into British Guiana totalled 35,265 cwt. in 1923; and into Barbados 48,716 quintals, of which 34,090 quintals were credited to Newfoundland and 13,763 to the United States.

Canned Fish.—The trade in canned fish, which is largely represented by canned salmon, is shared fairly equally by Canada and the United States. In 1923, 687,268 pounds were imported into Trinidad (British North America, 484,048 pounds; United States, 112,805 pounds); into British Guiana 597,433 pounds (United States, 282,796 pounds; Canada, 228,449 pounds); and into Barbados to the value of £7,369 (Canada £3,386; United States £3,369).

The consumption of canned salmon is not large, and it principally takes place during the season of Lent. The reason for the United States doing a slightly larger business is owing to a lower price, and perhaps for the reason that one particular American brand is very actively pushed. Canadian salmon is well and favourably known, and it is hoped that in time it will be able to secure a larger share of the trade. Shipments to Trinidad from British Columbia should be billed for transshipment at Colon or Martinique. A trial shipment placed last January was consigned by way of New York, did not arrive until after the Lenten season was over, and had to be sold at a disastrous reduction of price.

Recently a small experimental shipment of salted herrings was made to the Trinidad market. Owing to the length of time consumed between shipment of goods and receipt by the consignee, the herrings had deteriorated so in quality that they had to be condemned. It is doubtful if this commodity can be exported to the British West Indies with advantage, except by direct steamer.

Other kinds of fish coming into these markets are bloaters, which are packed in boxes, and pickled herrings and pickled salmon packed in barrels. Codfish is the chief article of fish diet consumed in the island, but during the Lenten season fairly substantial quantities of the other kinds mentioned are consumed.

JAMS, JELLIES, CANNED AND BOTTLED FRUIT

The import of jams, jellies, marmalade, canned and bottled fruits is relatively unimportant, aggregating in Trinidad and British Guiana in 1923 106,580 pounds. Practically no Canadian jams seem to be coming into West Indian markets; but a certain amount of Canadian canned fruit is being imported. Canadian peaches and pears do not seem able to hold their own with Californian products, but on the other hand canned strawberries and raspberries from Ontario are well liked and should become increasingly popular. There is reason to believe that the trade in canned fruit is capable of development.

CONFECTIONERY

The import of confectionery into the British West Indies is not important. Imports into Trinidad in 1923 totalled 181,952 pounds, of which the United Kingdom is credited with 136,697 pounds, the United States with 20,100 pounds, and Canada with 9,728 pounds. Imports into British Guiana and Barbados are also substantially held by the United Kingdom. Canada's share in this trade is largely made up of chocolate creams, chocolate bars, etc., but so far as is known boiled sweets made no part of it. Canadian chocolates are steadily growing in favour amongst those who desire high-class confectionery. Canadian confectionery is not so actively pushed in British Guiana as in Trinidad. It is hoped that in the course of the year Canadian boiled sweets will be competing in these markets, and if this proves to be the case, the Dominion's share of the confectionery trade should rapidly increase.

FRUITS AND NUTS

Fresh Fruit.—The import of fresh fruit into the British West Indies is small. Imports into Trinidad in 1923 were valued at £3,358 (British North America, £982); into British Guiana £11,028 (Canada, £5,504); and into Barbados £5,212 (St. Lucia, £2,484; Canada, £658). Canada's share is doubtless made up of fresh apples which are imported during the winter months, and particularly about Christmas time. Canadian apples are well liked, especially when eaten shortly after their importation. It cannot be expected that apples, in the climate of the islands, will stand long exposure in the stores without serious deterioration in quality. Canadian apples are imported not only from the Maritime Provinces, but also from British Columbia.

Dried Fruit.—The quantity of dried fruits imported from Canada is practically negligible. Owing to the large quantities of fresh fruit which are available on the local market, the demand for dried fruit, such as apples, peaches, prunes, etc., is small.

PICKED SAUCES AND CONDIMENTS

The imports of pickled sauces and condiments are inconsiderable. It would probably be difficult to cut into this trade as British and United States exporters have established their products very firmly in the market, and it would require a good deal of effort to oust them from the position which they hold.

FINE TABLE SALT

Of the 3,160,973 pounds of fine salt imported into Trinidad in 1923, 1,240,800 were credited to Germany, and the United Kingdom appears to have consigned all the imports into British Guiana in that year (1,643,250 pounds). A small quantity of fine salt known as "extra granulated" has been imported from Canada, but as it was packed in cardboard containers, it has not proved satisfactory. Owing to the great humidity of the atmosphere during the rainy season, cardboard containers will not keep out the moisture, consequently the contents become lumpy and will not run. If Canadian fine salt is to be sold in the island, it will be necessary to pack it in hermetically sealed tins—a practice which is followed by some United Kingdom shippers.

The bulk of what in the statistics is called "fine salt" is imported from Germany and the Dutch West Indian Islands, Curacao and Bonair. This salt is used for cooking, and for table salt by the poorer classes. The Curacao and Bonair salt is obtained by evaporation from sea water.

SUGAR

So far as refined sugar is concerned, Canada occupies a very strong position in the West Indian markets. Of the 711,541 pounds of refined sugar imported

into Trinidad in 1923, British North America is credited with 589,339 pounds and the United States with 106,335 pounds; and Canada with 585,719 pounds of the total of 646,035 pounds into British Guiana, and with 422,572 pounds of the total of 441,873 pounds into Barbados. The quality of Canadian sugar is satisfactory and the price competitive. The American sugar imported into Trinidad probably comes in by the way of New Orleans by direct steamship line. It is unlikely, however, that the United States will ever be able to oust Canada from her present position, or not so long as the tariff preference remains in force. Canadian refineries are well situated to handle this trade with their proximity to tide-water in the case of the Maritime Provinces, and to excellent shipping facilities in the case of Quebec. Granulated sugar is now being made in Trinidad, and possibly in the future the local product may make competition more difficult.

A trial shipment of Trinidad granulated sugar is being consigned to Vancouver to try out the market there; but it seems hardly likely that, under the circumstances, it will be able to compete against the product of Canadian refineries.

VEGETABLES—DRIED, CANNED OR PRESERVED

Apart from potatoes and onions, the import of fresh vegetables into Trinidad is almost negligible. (A report on the market for potatoes in the British West Indies was published in *Commercial Intelligence Journal* No. 1096, January 31, 1925.) Some Canadian canned vegetables are being sold, but the buying power of the islands being small, only a very limited number of people are able to enjoy what must locally be considered a luxury. Such fresh vegetables as cabbages, beetroot, carrots, onions, etc., are imported in small quantities from the Maritime Provinces, but outside of onions such trade can never be anything else than negligible.

FOREIGN TRADE OF THE UNITED STATES

Mr. Frederic Hudd, Canadian Trade Commissioner in New York City, writes under date July 17, 1925, that preliminary figures issued by the United States Department of Commerce show that the exports of the United States for the fiscal year ended June 30 had a value of \$4,857,654,344 and imports \$3,824,972,847, thus showing a favourable balance of \$1,042,681,497. Both the imports and exports for the past fiscal year exceeded those of any one of the previous five years, and the favourable balance was greater than that of any of the last three fiscal years with the exception of the year ended June 30, 1922. It is likely that the United States loans abroad are largely responsible for the increase in exports.

Gold imports were \$134,145,136 and exports \$248,729,693, making a net loss to the United States of \$114,584,562. The net gold gain in the previous fiscal year was \$406,818,697.

UNITED STATES COTTON CROP

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes under date July 24, 1925, that the United States Department of Agriculture in a second forecast of the season's cotton crop announces a decline of 751,000 bales in the indicated yield during the three weeks ending July 16. The department now forecasts the crop at 13,588,000 equivalent 500-pound bales, as compared with the forecast of 14,339,000 bales announced on July 2, which would have made the crop one of the largest grown. Last year's crop totalled 13,627,936 bales.

The decline is attributed largely to adverse weather conditions in the states of Texas and Oklahoma. The board rated the crop at 70.4 per cent of normal and states that comparing the latest condition report to final yields in former years, the yield per acre for the United States should be about 140 pounds and the total production about 13,588,000 bales of 500 pounds gross.

FOREIGN TRADE OF MEXICO

III

Imports of Vegetable Materials

[All values are given in Mexican pesos, the par value of the peso being 49.85 cents, Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

An analysis of the imports of vegetable materials, as summarized in Chapter I of this report, gives the following result:—

	1910-11.	1919.	1924.
Textile fibres.. . . .	\$ 2,149,107	\$ 1,310,706	\$ 1,302,757
Alimentary materials: (maize and wheat).. . . .	12,814,944	1,544,377	6,264,552
Alimentary materials (sundry).. . . .	3,983,082	8,127,343	8,192,215
Miscellaneous vegetable materials.. . . .	2,031,069	1,757,980	2,302,858
Manuf. foodstuffs—Flour.. . . .	575,191	10,931,692	4,263,661
“ “ —Sugar.. . . .	134,710	6,126,572	96,126
“ “ —Sundry.. . . .	1,064,912	2,060,309	2,418,395
Products for industrial purposes.. . . .	4,134,444	1,800,388	4,607,898
Lumber.. . . .	6,529,936	5,148,194	9,052,296
Furniture and manuf. of wood.. . . .	4,000,757	3,520,146	5,048,145
Manuf. of other vegetable materials.. . . .	1,182,070	922,237	1,027,331
	\$38,600,222	\$43,249,944	\$44,576,234

Textile Fibres.—1910-11, \$2,149,107; 1919, \$1,310,706; 1924, \$1,302,757.

This item consists of a few textile fibres, imported principally for manufacturing purposes, such as cotton, artificial silk, hemp, flax, and jute. The imports of raw cotton into Mexico are subject to great variation, and depend largely upon the nature of the annual domestic crop; in seasons of scarcity large quantities are obtained from foreign sources by the numerous textile mills which are established in Orizaba, Mexico City, Pueblo, and other parts of the republic. On the other hand, in seasons of plenty Mexico may become an exporter on a substantial scale. These variations are well shown by the following figures:—

	Imports.	Exports.
1910-11.. . . .	\$ 948,003	\$ 168,894
1912-13.. . . .	2,562,691	76,541
1919.. . . .	330,029	16,460,195
1924.. . . .	268,752	16,745,716

Jute is also an important item under this classification, this being imported for the purpose of manufacturing into bags for the sugar, coffee, and other industries. Although not separately classified, the average value of the annual requirements appears to vary between \$500,000 and \$1,000,000, the principal source of supply being British India and Great Britain. Flax is also imported for use in the manufacture of linen; this industry, however, has decreased during the past few years, partly on account of the increasing cost of linen goods as compared with those of cotton, and partly on account of the difficulty of obtaining the raw material; efforts have been made to grow a suitable fibre locally, but so far with indifferent success.

The remainder of the imports under this heading consists of artificial silk fibre, which are rapidly increasing, as will be seen by the following statement: 1910-11, 6.3 tons (\$37,327); 1919, 0.4 ton (\$10,630); 1923, 18.1 tons (\$182,943); 1924, 30.7 tons (\$243,306). Until recently the principal country of origin was Great Britain, followed by Switzerland and France; in 1924, however, France took the lead, followed by Switzerland, Belgium, and Germany.

*Alimentary Materials (Maize and Wheat, etc.).—*1910-11, \$12,814,944; 1919, \$1,544,377; 1924, \$6,264,552.

Maize, wheat, and other alimentary grain products are not always kept separate in the official statistics, so that it is difficult to ascertain the exact significance of the above figures. In general, however, it may be said that imports vary in reverse proportion to the quality of the local harvests; thus, in the year 1910-11, 230,000 tons of maize were imported, while in the year 1923 less than 3,000 tons were imported. Maize is the staple food of the Mexican Indian in all parts of the country, although he is gradually acquiring a taste for wheat bread, which is consumed in increasing quantities every year. The export of wheat to Mexico is well worthy the attention of Canada; in the past a fair trade was done in this commodity (5,000 tons in 1910-11), but of recent years it has been neglected, little being sent to Mexico after that date until 1924, when some 4,000 tons arrived. The quality of Canadian wheat, however, is well known, and if energetic measures were taken, there appears little doubt that a large part of the trade would pass into the hands of the Dominion. (A report on the Market for Wheat was published in *Commercial Intelligence Journal* No. 1057: May 3, 1924.)

*Alimentary Materials, Sundry.—*1910-11, \$3,983,082; 1919, \$8,127,343; 1924, \$8,192,215.

This item consists of a large number of raw vegetable products not otherwise classified. The following are detailed figures for the year 1924, together with principal countries of origin:—

Tons.		
Sweet and bitter almonds in shell.. . . .	13.2	\$ 13,619
Ditto, shelled.. . . .	179.7	187,634
Cocoa.. . . .	1,127.8	597,804
Rice.. . . .	2,229.5	487,992
Oats and crushed barley.. . . .	1,987.9	198,649
Saffron.. . . .	0.9	43,346
Coffee.. . . .	1,986.2	1,174,199
Cinnamon, etc.. . . .	482.9	532,124
Malt.. . . .	5,671.8	784,175
Cloves.. . . .	55.3	78,289
Other spices.. . . .	293.4	205,768
Fruits in brine.. . . .	813.8	204,845
Ditto in juice.. . . .	210.7	118,636
Ditto in spirits.. . . .	0.3	306
Fruits and vegetables, preserved.. . . .	1,660.5	904,775
Ditto, fresh.. . . .	12,441.5	1,503,220
Dried fruits, n.o.s.. . . .	2,340.6	948,753
Potatoes.. . . .	914.6	60,863
Crushed grapes.. . . .	9.1	1,272
Tea.. . . .	97.6	145,946
		<hr/>
		\$8,192,215

Of the above, the item of greatest interest to Canadian exporters is that of fresh fruits. At present large quantities of apples, pears, grapes, etc., are sent to Mexico from California, Oregon, and Washington, and it would appear that in some cases Canadian exporters could compete without difficulty; a report on the market for Apples in Mexico appeared in *Commercial Intelligence Journal* No. 1,000 (March 31, 1923). Another item worthy of attention is malt, and it is possible that Canadian blends of tea would find a fair sale if properly introduced.

*Miscellaneous Vegetable Materials.—*1910-11, \$2,031,069; 1919, \$1,757,980; 1924, \$2,302,858.

This classification comprises a large number of items, none of which are of importance to Canadian exporters. Among them may be mentioned cork, hops, fodder, bran, seeds, and tobacco.

Flour.—1910-11, \$575,191; 1919, \$10,931,672; 1924, \$4,263,661.

As will be observed, this is an important article of import, although subject to considerable variation. The principal source of supply is the United States, which does more than 95 per cent of the trade. Canada has entered the market during the past two years, and is credited in the statistics with 298 tons valued at \$35,979 in 1923 and 453 tons valued at \$54,891 in 1924. These figures, however, are reported to be below the real values, a certain amount of flour from Canada being credited to other countries. For a report on the Market for Flour in Mexico see *Commercial Intelligence Journal* No. 1058 (May 10, 1924).

Sugar.—1910, \$134,710; 1919, \$6,126,572; 1924, \$96,126.

In common with other vegetable materials, the imports are subject to great variation in accordance with the fluctuations in the local crop. At present the domestic production of sugar is reported to be decreasing.

Manufactured Foodstuffs, Sundry.—1910-11, \$1,064,912; 1919, \$2,060,309; 1924, \$2,418,395.

The more important items under this heading consist of olive oil (\$878,162 in 1924), cocoa and chocolate (\$458,700 in 1924), biscuits (\$327,176), and cane syrup, etc. (\$361,939). Of these, chocolates and biscuits have been introduced from Canada, and there appear to be fair opportunities for an increased trade. It is important, however, to supply only such qualities as will withstand a tropical climate for protracted periods.

Products for Industrial Purposes.—1910-11, \$4,134,444; 1919, \$1,800,388; 1924, \$4,607,898.

By far the most important item is vegetable oils, which in 1924 accounted for 75 per cent of the total value (\$3,426,093). This consists principally of cottonseed oil, which is shipped in tank cars from the southern United States for use in the manufacture of soap. Great Britain also supplies a fair quantity of vegetable oils to Mexico for industrial purposes. Other items in this classification are essential oils, turpentine, starch, vegetable tar, charcoal, vegetable wax, gums, resins, opium, and tanning compounds.

Lumber.—1910-11, \$6,529,936; 1919, \$5,148,194; 1924, \$9,052,296.

This item consists almost entirely of lumber for construction purposes, and is imported from the United States, the principal sources of supply being the Southern States (for the Gulf ports and Northern areas) and the Pacific Coast States (for the Western areas). It is understood that a fair quantity of lumber reaches Mexico from British Columbia, principally for use by mining companies in Lower California. A report on the market for Lumber in Mexico appeared in *Commercial Intelligence Journal* No. 1061 (May 31, 1925).

Furniture and Manufactures of Wood.—1910-11, \$4,000,757; 1919, \$3,520,146; 1924, \$5,048,145.

This item may be subdivided as follows:—

	1910-11.	1919.	1924.
Boxes and box shooks..	\$ 774,417	\$ 996,050	\$2,232,775
Barrels, casks and kegs..	223,558	635,652	478,871
Furniture..	1,848,686	1,017,260	978,647
Sundry..	1,154,096	871,184	1,357,852
	<hr/> \$4,000,757	<hr/> \$3,520,146	<hr/> \$5,048,145

The value of the imports of box shooks will be noticed immediately; these are required principally by the large oil companies, which frequently import them in their own vessels; they are also in demand for alcohol, beer, and many other purposes. Ninety per cent of the imports come from the United States, the Puget Sound district receiving large orders annually. Canada is in the market to a small extent (\$62,587 in 1924), but does not appear to have yet made any real effort to secure her fair share of the trade.

Furniture, as will be seen, is imported to a large extent, the principal sources of supply being the United States, France, Austria, and Germany. Office furniture is practically all imported, modern equipment having been widely adopted in recent years. Household furniture of a very high quality is made locally, but there is a demand for the foreign article, designs of French origin being popular. Austrian furniture is also in demand, and many other countries contribute to the total.

The remainder of the items under this heading do not call for special mention, the classification being too vague to permit of analysis.

Manufactures of Other Vegetable Materials.—1910-11, \$1,182,070; 1919, \$922,237; 1924, \$1,027,331.

The principal product comprised in the above is rope, cordage, and twine, which were imported into Mexico in 1924 to the value of \$466,498. A report on this subject appears in *Commercial Intelligence Journal* No. 1065 (June 28, 1925). Other items are manufactured tobacco (\$163,609), straw plaits for hat-making (\$98,853), brushes and brooms (\$44,397), sandals (\$58,033), and lamp wicks (\$54,455). Canada does a small trade in brushes and brooms, which could be increased, but the remainder do not appear to offer much opportunity to exporters from the Dominion.

ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, July 11, 1925.—The end of June saw little change in the Dutch economic position as compared with the end of May and improvements that have been reported from a few directions, such as the agricultural situation, are counterbalanced by the lockout of all constructional trades in The Hague excepting the plumbers and the plasterers, and the latest strike of the employees of the New Waterway Shipbuilding Company, which threatens to spread to other yards. There are still disappointingly large numbers of male clerical workers out of employment, a situation which does not exist among female office assistants.

Business men who have been approached continue to relate their experiences of low freight rates and poor shipping conditions, but during June more vessels entered Rotterdam from the sea than during the same month last year. However, they have some justification for their complaints, since if ships from the Rhine are included the gross shipping of the port declined from 1,012 ships of 1,569,388 tons for June, 1924, to 958 vessels of 1,566,388 tons for June of this year.

For the period January 1 to June 27, 6,472 ships of 9,624,140 tons entered the New Waterway as compared with 5,329 vessels of 7,704,498 tons in the same period of 1924. Much less bulk cargo was handled in June than in May; declines, however, which were chiefly due to decreasing transshipment for export. Ore was handled in greater bulk—over 1,000,000 tons as compared with 950,000 tons in May; while 75,000 tons of coal were imported from England as against 50,000 tons in May.

The imports of grain during June were also heavier, the comparative figures being 275,000 and 250,000 tons. Of June's traffic 150,000 are attributed to North America, 45,000 to South America, 20,000 tons to Australia, and 40,000 tons to the Black Sea ports, which included 5,600 tons of wheat. For the building season 110,000 tons of wood were imported as compared with 50,000 tons in May, chiefly from Scandinavia. From North America some 400,000 pieces and bundles of wood were received, about the same quantity as in May.

Foreign Trade.—During the month of May imports were valued at 198,318,216 fl., which was higher than the value of the goods brought in during April (193,671,184 fl.), but for the first time since August, 1923, the value of the imports was less than for the corresponding month of the previous year. Imports during May, 1924, totalled 218,738,134 fl.

Exports continued to increase in value and amounted to 150,480,768 fl. as compared with 144,318,877 fl. in April and 135,517,501 fl. in May a year ago.

Finance.—Several factors have contributed to the more active condition of the Amsterdam Stock Exchange, where greater activity is evident in nearly all groups. Perhaps the easier condition of the money market is largely responsible for this increased activity, since the renewal rate yesterday was down to $1\frac{3}{4}$ per cent. The supply of funds available for investment has been greatly augmented recently as a result of the largely increased returns from Dutch East Indian organizations, on the condition of which Holland's economical position is principally based.

Exchange rates with countries operating on a gold currency basis are fairly stable and recent movements of the pound above the gold point promptly resulted in exports of gold. Bankers' opinions regarding the future strength of the guilder are reflected in yesterday's rates for dollars, "prompt" and "November delivery." United States dollars were quoted yesterday at 2.49 $\frac{5}{8}$ fl., while the banks would undertake to furnish dollars in November for 2.49 $\frac{1}{2}$ fl.

For the first time in months the note circulation of the Netherlands Bank has gone over 900,000,000 fl., when in the report of the bank's condition for the week ending July 6 it amounted to 902,739,040 fl. The amount of foreign paper being held in the bank's portfolios also increases and last week amounted to 195,466,022 fl. Recurring necessity for exports of gold is having its effect on the metallic cover, which was reduced in a fortnight from 51.6 to 49.7 per cent and which now totals 465,881,941 fl.:

BUSINESS CONDITIONS IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, July 4, 1925.—Statistics for the first quarter of the present year show that imports into Belgium were valued at 4,333,849,000 francs against 4,397,816,000 in the corresponding period of last year, and exports at 3,490,000,000 francs against 3,306,000,000. (Imports are being adversely affected owing to the large stocks laid in in anticipation of the coming into force of the new Belgian tariff on November 15 of last year.) The new trade statistics involve a different classification which renders comparison with 1924 between the different groups impossible.

Shipping tonnage entering and clearing at Belgian ports for the first quarter of 1925 shows an increase of 10 per cent over the corresponding period of 1924. The iron and steel market is very chaotic; the tendency of prices being downward. Little export business is being done, although prices of Belgian billets are well below English prices. A strike has taken place in the industry, which is now practically general, and 43,000 men are idle. The majority of the metal construction factories are also closed. Wood using industries are very inactive as there is little building going on or production of furniture. It is anticipated that the prolongation of leases at controlled rents will probably be continued by the present government.

The new depreciation of the franc has affected beneficially all sections of the Belgian textile industry, except that of plain linens. Linen mills seem unable to recover from the continued depression of recent months owing to the lack of American demand. There is, however, a distinct revival in the yarn trade, and flax prices have increased. The month of June was noteworthy for the steady rise in the dollar, which opened at 20.57 and closed at 22.33,

while the pound opened at 99.97 and closed at 108.57. The tendency seems to be for the Belgian and French franc to approach in value. On the stock exchange prices have been very firm on an improved sterling, with the exception of electricity, rubber, coal and textiles. Government securities, on the other hand, have been slightly weaker.

TRADE AND ECONOMIC CONDITIONS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, June 30, 1925.—The serious anti-foreign riots and disturbances throughout China during the past month have no doubt caused considerable uneasiness amongst Canadian shippers interested in this market, and a brief résumé of the situation may be useful.

The disturbances began in Shanghai on May 30 by a hostile demonstration by students and others, and during the riot that followed a number were killed by the Shanghai Settlement Police. This resulted in numerous demonstrations of sympathy throughout China, particularly in the outports, developing rapidly into a strong anti-foreign campaign directed chiefly against the British and the Japanese. This was followed by general strikes involving all foreign business houses, shipping, wharves and lighters, and at the time of writing foreign trade is practically paralysed, and most of the foreign concessions are under some form or other of martial law. Competent observers are of the opinion, however, that the Chinese merchants have been the chief sufferers from this misdirected and ill-informed campaign against foreign interests, and present indications point to the conclusion that saner counsels will soon prevail.

Despite, however, the almost complete stoppage of transportation and general business, local trade in the various outports is continuing almost normally, and the boycott, particularly of British and Japanese goods, which has been proclaimed throughout China, is not in effective operation. Responsible trade associations believe that the agitation is merely temporary, and that there is no reason to suppose that the importation of foreign goods will suffer any serious setback as soon as conditions become normal. Shippers, however, should take the most careful precautions from a financial standpoint, and no credits should be granted under present conditions. It is further suggested that new contacts should not be established without reference to this office, in order that Canadian firms concerned may be fully advised regarding local conditions prior to entering into definite contracts for representation.

ESTIMATE OF BARLEY, RYE, AND WHEAT CROPS OF JAPAN

ASSISTANT TRADE COMMISSIONER JAMES A. LANGLEY

Kobe, Japan, June 30, 1925.—According to the forecast of the Department of Agriculture and Forestry for the year 1925, based on conditions existing in the six northeastern prefectures, and Niigata and Nagano prefectures, as on June 10, 1925, the barley, rye, and wheat crops are estimated at 2,162,360 koku (1 koku = 4.96 bushels), made up of 1,677,140 koku of barley, 12,470 koku of rye, and 472,750 koku of wheat. When compared with the actual 1924 yield for these prefectures, the above figures show a total increase of 75,100 koku (3.6 per cent). Barley shows an increase of 58,900 koku (3.6 per cent); rye, 500 koku (4.5 per cent); and wheat, 15,700 koku (3.4 per cent). Combining the above forecast with that previously given for the other forty-six prefectures (excluding Hokkaido), the total becomes 20,709,600 koku, consisting of 8,370,200 koku of barley, 6,709,500 koku of rye, and 5,629,900 koku of wheat, or a gain over the total actual 1924 yield of 1,966,200 koku (10.5 per cent), of which amount barley shows a gain of 349,400 koku (4.4 per cent); rye, 1,184,600 koku (21.4 per cent); and wheat, 432,200 koku (8.3 per cent).

TARIFF CHANGES AND CUSTOMS REGULATIONS

Australian Deferred Duties

Information has been received from the Commissioner for Australia in New York regarding further postponement of the operation of certain Australian deferred duties. These are duties which, although appearing in the tariff, have not been operative, and the bringing of them into force has been deferred from time to time. On the items now in question the rate under the general tariff until the deferred duty comes into force is 15 per cent ad valorem on item 334 (F), 25 per cent ad valorem on item 397 (A), 35 per cent ad valorem on item 424 (B), and 10 per cent ad valorem on the other items. In the present notice the operation of deferred duties was further postponed as follows:—

- 168 (B)—Sewing machines, treadle or hand, of the type ordinarily used in the household.
 (1) Machine heads, whether imported separately or forming part of the complete machine, including accessories except wrenches and oil cans.to January 1, 1926
- 194 (D)—Chain, n.e.i., not made up into serviceable article.to October 1, 1925
- 334 (F)—Writing and typewriting paper (plain), not including duplicating.
 (1) In sheets not less than 16 x 13 inches.to January 1, 1926
- 358 (A)—Aeroplanes and other aircraft including balloons and parachutes.to January 1, 1926
- 388—Cordage, metal.
 (a) Locked coil rope for mines, and
 (b) Tramway cable of a circumference of 4 inches and over.to July 1, 1926
- 397—Explosives.
 A—Cartridges, n.e.i.to January 1, 1926
 D—Powder, sporting; wads for cartridges, n.e.i.; caps, percussion; cartridges for military purposes; detonators; cartridge cases, empty, capped or uncapped; fuse cotton; mining fuses, electrical.to January 1, 1926
- 424 (B)—Vessels, n.e.i., trading intra-state or inter-state, or otherwise employed in Australian waters for any continuous period of three months, excepting vessels exceeding 500 tons gross register ordered before June 30, 1925.to July 1, 1926

Belgian Condensed Milk Regulations

Mr. A. S. Bleakney, Canadian Trade Commissioner at Brussels, reports on recent regulations covering the sale of condensed milk in Belgium as follows:—

Condensed milk must be marked either "condensed, whole milk, sweetened" (lait, concentré, entier, sucré), "skimmed milk condensed" (lait écrémé, concentré), or "condensed sweetened skimmed milk" (lait écrémé, concentré, sucré). This should be marked in heavy letters at least 3 millimetres high. The label should also show the net content in grammes, the address and name of the manufacturer or seller. It should also bear this notice: "In adding to the contents of the box 'x' . . . cu. centimetres of boiled water there will be obtained 'x' . . . cu. centimetres of whole milk with 3 per cent at least of fat matter and sugar to the extent of 'x' . . . grammes per litre." No other reference to the quality is allowed. This description must be in print at least 1½ millimetres high and must not be intercalated. Skimmed milk powder cannot be sold unless labelled "skimmed milk powder" (poudre de lait écrémé). Powdered milks fermenting or containing antiseptics or colourants are declared harmful.

Speaking generally, Mr. Bleakney advises that exporters of food products to Belgium should have all labels in French.

Norwegian Gold Surcharge

With reference to the notice in *Commercial Intelligence Journal* No. 1108 (April 25, 1925, page 406), information has been received from the Consul General of Norway, Montreal, to the effect that the gold surcharge on customs duties in Norway has been reduced from 70 per cent to 60 per cent. Norwegian customs duties are payable on a gold basis and the surcharge is levied when they are paid in paper currency.

Italian Duty on Grain, Flour, etc.

Mr. W. McL. Clarke, Canadian Trade Commissioner at Milan, cables that on July 25 new Italian duties in gold lire per quintal were brought into effect as follows: wheat, 7.50; corn, 1.50; wheat flour, 11.50; oats, 4; bran, 2; semolina, 15.50; and 4.50 for rye. (Quintal equals 220 pounds and the value of the gold lira is 19.3 cents.)

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Bldg., Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 27, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 27, 1925. Those for the week ending July 20, 1925, are also given for the sake of comparison.

		Parity	Week Ending July 20, 1925	Week Ending July 27, 1925
Britain	£	1.00	\$4.86	\$4.85½
France	Fr.	1.	.193	.0472
Italy	Lire	1.	.193	.0371
Holland	Florin	1.	.402	.4015
Belgium	Fr.	1.	.193	.0464
Spain	Pes.	1.	.193	.1450
Portugal	Esc.	1.	1.08	.0514
Switzerland	Fr.	1.	.193	.1942
Germany	Reichs Mk.	1.	.238	.2380
Greece	Dr.	1.	.193	.0162
Norway	Kr.	1.	.268	.1824
Sweden	Kr.	1.	.268	.2690
Denmark	Kr.	1.	.268	.2155
Japan	Yen	1.	.498	.4125
India	R.	1.	2s.	.3675
United States	\$	1.	\$1.00	1.00
Mexico	\$	1.	.498	.4975
Argentina	Pes.	1.	.424	.4043
Brazil	Mil.	1.	.324	.1156
Roumania	Lei	1.	.193	.....
Jamaica	£	1.	4.86	4.8500
British Guiana	\$	1.	1.	4.8875
Barbados	\$	1.	1.	
Trinidad	\$	1.	1.	
Dominica	\$	1.	1.	
St. Kitts	\$	1.	1.	
Grenada	\$	1.	1.	
St. Vincent	\$	1.	1.	
Tobago	\$	1.	1.	
Shanghai, China	Tael	1.	.708	.7800
Batavia, Java	Guilder	1.	.402	.4025
Singapore, Straits Settlements ..	\$	1.	.567	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

948. FLOUR.—An old-established firm in Trieste are anxious to open up business connections with Canadian exporters of flour.

949. APPLES FOR CIDER-MAKING.—A British firm ask for quotations c.i.f. Southampton or Avonmouth on lower-grade apples for cider-making, either in bulk or in cwt. (112 pounds) bags.

950. SUGAR.—Old-established Bristol brokers desire to get in touch with Canadian sugar refiners. Want offers daily, cabled firm, for reply within twenty-four hours. State quantity and name of ship. Terms cash against documents.

951. PACKING-HOUSE PRODUCTS.—Canadian exporters of packing-house products, fats, greases, and lard, would do well to communicate with an old-established firm in Trieste willing to act as their representatives.

952. ROLLED OATS AND OATMEAL.—A London produce firm are desirous of effecting a connection with a Canadian miller of first-quality rolled oats and oatmeal who is not already represented in the United Kingdom.

953. FOODSTUFFS.—A Belfast agent, who has had many years' experience as a traveller in Canada for a first-class Canadian manufacturing firm, desires to represent on commission Canadian houses in Ulster. The products particularly in view are oatmeal, oats, barley, powdered milk, flour, hay, and gallon apples.

Miscellaneous

954. AGENCY IN FRANCE.—An importer with commercial and transport agencies in Paris and Le Havre is desirous of corresponding with any Canadian firms exporting to France with the object either of acting as agent or as forwarding agent.

955. CATTLE.—A Birmingham firm of live stock and commission agents desire to represent Canadian exporters of cattle desirous of extending their markets in the Midlands.

956. FERTILIZERS.—Japanese import house specializing in the import of fertilizers, who have purchased much bone meal and horn meal from British India in the past, would be glad to hear from Canadian firms in a position to supply bone meal. Prices should be quoted c.i.f. Kobe. Present price of bone meal (Indian) is yen 129 per long ton c.i.f. Kobe, while on horn meal the price is about yen 150 c.i.f. Kobe. Chief importing season is from November to May. Firms interested are asked to communicate immediately with this firm.

957. FISH MEAL.—Japanese commission house which has been importing fertilizers has heard that fish or pilchard meal will be available from Canada this year and is very anxious to get in touch with firms able to supply this product. Samples, together with analysis and prices, should be submitted at once.

958. EDIBLE OILS.—An old-established firm in Trieste wish to represent Canadian firms dealing in edible oils.

959. LINSEED CAKE.—An old-established Liverpool firm of commission agents invite correspondence from Canadian exporters. Quotations to be per long ton c.i.f. Liverpool.

960. BEESWAX.—A Japanese importer desires prices c.i.f. main Japanese ports and samples of beeswax.

961. NATURAL DRUGS.—A Japanese import firm desire to communicate with Canadian firms in a position to ship Cascara bark, Gentian roots, Colombo roots, Ipecac roots or powder, etc., to Japan.

962. SILK GLOVES.—A Manchester importer is interested in getting in touch with Canadian manufacturers of ladies' silk gloves, particularly No. 2 Dome. Samples and c.i.f. quotations necessary.

963. TISSUE PAPER.—A manufacturer in Mexico City desires to receive quotations direct from Canada for anti-tarnish tissue paper suitable for wrapping jewellery, size 20 inches by 30 inches; is prepared to place orders for 1,000 to 3,000 reams at a time. He is at present obtaining supplies of Canadian paper through brokers. Correspondence in English. Sample of paper required may be obtained on application to the department.

964. PAPER, ETC.—A large Rotterdam firm doing business on their own account would like to get in touch with Canadian exporters of paper in view of the possibility of acting as commission agent for Greece and the Near East.

965. **CARDBOARD BOXES.**—A manufacturer in Mexico City using large quantities of cardboard boxes desires to receive quotations for these in the knocked-down state. Sizes in inches: 6 by 6 by 6, 10 by 10 by 8, and 14 by 14 by 9. He is prepared to place orders for from 1,000 to 2,000 at a time. Samples of material required may be obtained on application to the department. Correspondence in English.

966. **BRISTOL BOARD.**—A large manufacturer in Mexico City desires to receive quotations for Bristol board (Cartolina), size 22½ by 28½ inches, two- and three-play. Samples of quality required may be inspected on application to the department. Correspondence in English. Firm is prepared to place orders for lots of approximately 30,000 sheets at a time. Prices required f.o.b. Veracruz and to include consular fee of 5 per cent.

967. **MAPLE ROLLER BLOCKS.**—A Lancashire firm are interested in receiving quotations from Canada on roller blocks as follows in inches: octagon, 26 by 6½, 22/23 by 6½, 26 by 5¾, 22/23 by 5¾, 22 by 5, 22 by 4½, 22 by 4. Attention is drawn to report appearing in this issue, page 118.

968. **OAK, BEECH, AND RED GUM LUMBER.**—An important Milan firm of furniture manufacturers would like to receive offers on supplies of oak, beech, and red gum lumber. The quotations are required on absolutely sound stock free from all knots. Sizes: length preferably 4 to 8 feet but also up to 14 feet, width 4 inches to 18 inches, and thickness 1¼ to 3¼ inches. Quotations c.i.f. Genoa.

969. **UNBLEACHED SULPHITE PULP.**—A reputable firm in Japan are desirous of transacting business with Canadian exporters of unbleached sulphite pulp. Prices required are c.i.f. Japan for shipment from the Pacific Coast.

970. **PATENT LEATHER.**—A Leicester firm with Continental and domestic connections desire to represent a Canadian manufacturer of patent leather.

971. **BRASS VENTILATORS FOR STRAW HATS.**—Well-known importer in Batavia desires c.i.f. prices Batavia and samples of brass ventilators for straw hats. These are packed in cartons of 1,000, 500 and 1 gross. The cartons should have a showy label, but without maker's name or otherwise. Competitive price \$1.45 (gold) c.i.f. Batavia with 5 per cent commission to importer. Samples of cartons to be used should also be sent. Large quantities of brass ventilators for straw hats are sold in Java. Samples have been forwarded to the department. Price quoted above is per 1,000, and varies from time to time.

972. **HARDWARE.**—The managing director of a Birmingham hardware import and export house proposes to visit Canada during September/October, 1925, and desires to hear from Canadian manufacturers interested in the United Kingdom.

973. **ZINC, LEAD, COPPER, TUNGSTEN, AND OTHER ORES.**—A large distributor of ores in Amsterdam desires to get in touch with Canadian producers and exporters who are in a position to supply such ores regularly f.o.b. Canadian ports.

974. **RADIO SUPPLIES.**—Japanese firm interested in the import of all kinds of radio sets and accessories thereof would be glad to hear from Canadian manufacturers interested in this market. If catalogues and prices, and possibly samples, are submitted of such things as head sets, loud speakers, radio tubes, etc., it is possible that orders can be submitted.

975. **ELECTRICAL MACHINERY.**—An important Japanese house which represents some twenty-five British manufacturers of machinery of all kinds would be glad to hear of any Canadian manufacturers of electrical machinery of any kind looking for representation in Japan. This is a very well-known firm and this inquiry provides a good opportunity for any Canadian manufacturer who wishes to take advantage of it.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To **PLYMOUTH, CHERBOURG AND LONDON.**—Ascania, Aug. 15; Antonia, Aug. 22; Ausonia, Aug. 22—all Cunard Line.

To **LIVERPOOL.**—Montrose, Canadian Pacific, Aug. 7; Canada, Aug. 8; Doric, Aug. 15; Megantic, Aug. 22; Regina, Aug. 29—all White Star-Dominion; Alaunia, Aug. 7; Auranis, Aug. 21; Alaunia, Sept. 4—all Anchor-Donaldson.

To **LONDON.**—Brecon, Aug. 8; Batsford, Aug. 15—both Canadian Pacific; Vasconia, Cunard Line, Aug. 8; Canadian Trapper, Aug. 13; Canadian Hunter, Aug. 22; Canadian Raider, Sept. 2—all C.G.M.M.

To **AVONMOUTH.**—Cornishman, Aug. 8; Welshman, Aug. 15; Turcoman, Aug. 22; Colonian, Aug. 29—all White Star-Dominion.

To **HULL.**—Cornish Point, Furness, Withy, Aug. 15.

To **SOUTHAMPTON.**—Melita, Canadian Pacific, Aug. 12.

To **NEWCASTLE AND LEITH.**—Cairntorr, Aug. 7; Cairnmona, Aug. 14—both Thomson Line.

To **MANCHESTER.**—Manchester Brigade, Aug. 6; Manchester Regiment, Aug. 13—both Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Mariner, Aug. 14; Canadian Victor, Aug. 28—both C.G.M.M.

To GLASGOW.—Metagama, Aug. 13; Marburn, Aug. 20—both Canadian Pacific; Saturnia, Aug. 7; Athenia, Aug. 14; Letitia, Aug. 28; Saturnia, Sept. 4—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Lord Antrim, Head Line, Aug. 9.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Volunteer, Aug. 11; Canadian Carrier, Aug. 25—both C.G.M.M.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Forester, C.G.M.M., Aug. 19.

To ST. JOHN'S, NFLD.—Canadian Sapper, C.G.M.M., Aug. 14 and Sept. 4.

To WEST COAST NEWFOUNDLAND.—Mayarit, Clarke SS. Co., Aug. 5.

To ANTWERP.—Canadian Trapper, Aug. 13; Canadian Hunter, Aug. 22; Canadian Raider, Sept. 2—all C.G.M.M.; Melita, Canadian Pacific, Aug. 12.

To ROTTERDAM.—Hastings County, Aug. 14; Essex County, Aug. 20—both Intercontinental Transports.

To HAMBURG.—Brant County, Aug. 7; Grey County, Aug. 26—both Intercontinental Transports.

To HAVRE.—Welland County, Intercontinental Transports, Aug. 15.

To AUSTRALIAN PORTS.—Canadian Cruiser, C.G.M.M., Aug. 31.

To NEW ZEALAND PORTS.—Kartigi, New Zealand SS. Co., Aug. 20; Canadian Prospector, C.G.M.M., Aug. 25.

To SOUTH AFRICAN PORTS.—Cariboo, Elder Dempster, Aug. 15.

To COPENHAGEN AND BALTIC PORTS.—Gorm, Scandinavian-American Line, Aug. 9.

To GENOA AND NAPLES.—Valfiorita, Aug. 6; Valperga, Sept. 4—both Lloyd Mediterraneo Italian Service.

To YOKOHAMA AND SHANGHAI (via VANCOUVER).—Canadian Skirmisher, C.G.M.M., Aug. 29.

To SOUTH AMERICAN PORTS.—Halizones, Houston Line, Aug. 5.

From Quebec

To LIVERPOOL.—Canada, Aug. 8; Doric, Aug. 15; Megantic, Aug. 22; Regina, Aug. 29—all White Star-Dominion Line; Montroyal, Canadian Pacific, Aug. 14.

To SOUTHAMPTON.—Empress of Scotland, Aug. 5; Empress of France, Aug. 19—both Canadian Pacific.

To AVONMOUTH.—Cornishman, Aug. 8; Welshman, Aug. 15; Turcoman, Aug. 22; Colonial, Aug. 29—all White Star-Dominion.

To HAMBURG.—Empress of Scotland, Canadian Pacific, Aug. 5.

From Halifax

To LIVERPOOL.—Newfoundland, Aug. 19; Sachem, Sept. 5—both Furness, Withy.

To LONDON.—Cornish Point, Furness, Withy, Aug. 4.

To ST. JOHN'S, NFLD.—Newfoundland, Aug. 19; Sachem, Sept. 5—both Furness, Withy.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Teviot, Aug. 14; Chaudiere, Aug. 28—both R.M.S.P. Co.

To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Aug. 19.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Achilles, Blue Funnel, Aug. 20.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Aug. 6; Empress of Russia, Aug. 20; Empress of Australia, Sept. 3—all Canadian Pacific.

To LONDON.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.; a steamer, Isthmian Line, late August; Canadian Seigneur, C.G.M.M., Sept. 3.

To LIVERPOOL.—Loch Katrine, R.M.S.P. Co., late August; a steamer, Isthmian Line, late August.

To AVONMOUTH.—A steamer, Isthmian Line, late August.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Scottish, C.G.M.M., Aug. 25.

To BORDEAUX, HAVRE AND ANTWERP.—Arizona, Aug. 5; Oklahoma, Aug. 15; Arkansas, Sept. 5—all Cie. Gle. Transatlantique (French Line).

To ANTWERP.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.; Canadian Seigneur, C.G.M.M., Sept. 3.

To ROTTERDAM.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.

To HAMBURG.—Moerdyk, middle August; Dinteldyk, early September—both R.M.S.P. Co.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Aug. 26.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

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Deputy Minister: F. C. T. O'Hara

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THE CALL FOR EMPIRE PRODUCTS

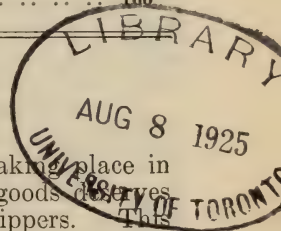
TRADE COMMISSIONER HARRISON WATSON

London, July 21, 1925.—The renewed movement which is taking place in this country in favour of buying and consuming Empire-made goods deserves the active attention and support of Canadian producers and shippers. This more especially as the development is receiving the wholehearted assistance of the many organizations and associations connected with one of the great political parties. Their adoption of the slogan "Buy Empire Products" should give the movement impetus which it has previously lacked. Incidentally another feature of this campaign is a call to the people of Great Britain to demand United Kingdom made goods.

As far as the general public is concerned, the commodities which will be more immediately affected will be articles of food, and this is a direction which is of special interest to Canada. The London office is always being applied to by business firms wishing to effect connections with Canadian exporters of foodstuffs of every kind. Probably as the result of the present tendency, several important concerns have quite recently approached this office in order to point out their desire to introduce and sell suitable Canadian food and proprietary articles, and the advantages which they possess for this purpose in the shape of a perfected and far-reaching selling organization.

Experience shows that the most practical means of increasing the use of Empire food products is for the consumer to demand from the retailer goods produced within the Empire and, moreover, to insist upon getting them.

This expedient, however, is not so simple as it looks. The retailer purchases his supplies from the wholesaler or importing broker, and usually buys what is offered to his greatest advantage. Although certain importers are



favourable to handling Empire goods and even to give them preference over foreign articles when all things are equal, this attitude is mainly sentimental. The majority of firms are inclined to buy and distribute those articles which can be obtained with the greatest ease, and being already well-known, sell to the best advantage.

Most leading distributors possess long-established sources of supply for those articles for which a definite demand has been created by missionary work, frequently supplemented by an advertising campaign. Empire products usually displace goods which already reach this market from foreign countries, and from a pocket point of view there is little inducement for the importer to seek for substitutes.

Moreover, as the importer's business is usually conducted on a commission or brokerage basis, it is not in his interest to disclose the origin of the products which he is offering.

As a consequence, the traders of this country, taken as a whole, are apathetic, and a considerable section actually opposed, to any idea of preference for Empire products. This attitude creates a definite obstacle in the path of the consumer.

In addition, as the head of an important association recently mentioned to the writer, the average housewife has so little personal knowledge of Canadian goods, and more especially of Canadian brands, that when she wishes to buy Canadian products, she is frequently at a loss to know what to demand from the retailer. This often results in her eventually reluctantly accepting goods from foreign countries because they are more readily available.

Many of our Canadian packers and shippers of provisions have, by energy and acumen, established a definite demand for their goods in this country in face of great difficulties. The Canadian Government, through the officials of the Departments of Trade and Commerce and Agriculture, have rendered practical and valuable co-operation in this endeavour. Ever since Empire Shopping Week was first established, the authorities of Canada and the other Dominions have done practical work by indicating sources of supply to the departmental stores and provision dealers who have organized displays.

In anticipation of the opening of the British Empire Exhibition, the Minister of Trade and Commerce appointed an Assistant Trade Commissioner to act as liaison officer between the United Kingdom representatives of Canadian exporters of foodstuffs and the exhibition refreshment contractors. That official, in addition to these activities, followed up a connection previously established by the London office with the important Incorporated Association of Retail Distributors, and organized a systematic series of shop window displays, resulting from which Canadian provisions and canned goods, and proprietary articles, were exhibited and sold by leading departmental stores and large retailers in most of the principal cities of the United Kingdom. Besides this, frequent opportunity is taken of local exhibitions, bazaars, etc., which are willing to make displays of Empire products.

All this work, however, must be to a large degree general, and of the nature of propaganda, and if shippers wish to take full advantage of this new campaign in favour of Empire products, they must follow up this preliminary work by individual activity.

Action of prime importance is the appointment of influential resident agents, to whom, moreover, active and generous support must be accorded, and this must be supplemented, where necessary, by advertising and similar missionary work.

It is generally acknowledged that there are many difficulties to be overcome, but it does not seem unreasonable to suggest that with the keen co-operation of governments, public bodies, and business firms, some workable scheme should be attainable which will create in this country a greater and more definite demand for goods produced or manufactured within the Empire than has existed in the past.

UNITED KINGDOM TRADE DURING THE HALF-YEAR

TRADE COMMISSIONER HARRISON WATSON

London, July 14, 1925.—Monthly reports have called attention to several unfavourable features which have introduced themselves into British trade and industry. These include restricted export trade, depression in leading British industries, continued unemployment, and at the same time soaring imports, with the result that the excess of imports over exports has grown to a figure which gives cause for disquiet.

Regarding this latter feature, the President of the Board of Trade in the House of Commons last week, when presenting his annual review of the trade position and trade prospects, pointed out, as an illustration of the seriousness of the present situation, that whereas the adverse trade balance in the year 1913 was £150,000,000, and £203,000,000 in 1923, it had jumped by the end of 1924 to £341,000,000. As the figures now published by the Board of Trade show that the adverse balance for the first six months of the year amounted to £207,000,000, it is evident that the movement has gained acceleration, and unless a favourable check intervenes, the gigantic figure of over £400,000,000 may be the result for 1925.

Previous to the war, any deficiency of this nature was more than covered by the so-called "invisible exports"—being income earned by British overseas investments—and shipping and similar services rendered to overseas countries.

The President of the Board of Trade figured that the net balance in favour of the United Kingdom was £181,000,000 in 1913, and that this had dropped to £102,000,000 in 1923, and to £30,000,000 in 1924.

He hazarded, moreover, that as a result of the depression ruling, this balance had disappeared altogether by the end of the March quarter of the present year. Other authorities have been more pessimistic, and calculate that any credit balance had been exhausted months ago and that for some time past the country has not been paying its way.

In any case the termination of the first half-year shows no improvement in the general situation. Indeed, the parlous condition in which leading national industries like shipbuilding, iron and steel, and coal mining, find themselves, combined with the threat of renewed labour troubles in various directions, render the actual situation, and the outlook for the immediate future, still less satisfactory.

OVERSEAS TRADE

With the publication of the June overseas trade returns, it is possible to review a few features of trade in the first half of 1925.

As a preliminary, however, it is necessary to direct attention to the somewhat artificial inflation of imports during the months of May and June in anticipation of the reimposition of the McKenna and the new silk duties. Indeed, it seems interesting to reproduce the itemized returns of the principal articles affected, as compared with last year:—

	June 1924.	May, 1925.	June, 1925.
Clocks and parts.. . . .	£ 20,334	£ 249,411	£ 383,013
Watches and parts.. . . .	46,267	370,718	480,665
Cinema films.. . . .	58,546	146,599	424,767
Musical instruments.. . . .	26,248	243,329	633,144
Motor cars and parts.. . . .	502,002	1,210,081	2,623,157
Silk and silk manufactures.. . . .	1,917,225	3,371,282	6,305,996
Total.. . . .	£2,570,622	£5,591,420	£10,855,742

As it is understood that the June figures only cover the period up to the 15th of the month, it seems certain from the accounts published of the frenzied efforts of foreign firms to take full advantage of the respite, that substantial additions still remain to be announced.

The actual returns for the six months are as follows, and in accordance with custom, the statistics according to the Board of Trade classification are also reproduced.

	First Six Months, 1925.	First Six Months, 1924.	Increase.	Per Cent.
Imports..	£ 677,543,832	£ 598,302,268	£ 79,241,564	13.2
Exports (British).. . . .	392,659,170	388,464,802	4,194,368	1.0
Re-exports..	77,449,087	74,128,131	3,320,956	4.4
	<u>£1,147,652,089</u>	<u>£1,060,895,201</u>	<u>£ 86,756,888</u>	<u>8.2</u>

TABLE OF IMPORTS, EXPORTS, AND RE-EXPORTS ACCORDING TO THE BOARD OF TRADE CLASSIFICATION, DURING THE FIRST SIX MONTHS OF THE YEAR

(a) Imports, Value c.i.f.

	1923.	1924.	1925.
Food, drink and tobacco.. . . .	£254,849,736	£263,151,287	£279,773,823
Raw materials and articles, mainly unmanufactured.. . . .	155,148,668	192,092,580	210,771,775
Articles wholly or mainly manufactured.. . .	126,525,101	140,075,721	174,508,535
Animals, not for food.. . . .	515,742	875,981	1,014,831
Parcel post, non-dutiable articles.. . . .	1,836,281	2,106,699	2,474,868
Total..	<u>£538,875,528</u>	<u>£598,302,268</u>	<u>£677,543,832</u>

(b) Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.

	1923.	1924.	1925.
Food, drink and tobacco.. . . .	£ 19,888,230	£ 25,314,863	£ 26,413,935
Raw materials and articles, mainly unmanufactured.. . . .	67,706,566	55,825,282	45,019,794
Articles wholly or mainly manufactured.. . .	289,647,277	301,315,828	312,719,530
Animals, not for food.. . . .	501,464	948,206	918,687
Parcel post..	4,935,400	5,060,623	7,587,224
Total..	<u>£382,679,027</u>	<u>£388,464,802</u>	<u>£392,659,170</u>

(c) Exports of Foreign and Colonial Merchandise, Value f.o.b.

	1923.	1924.	1925.
Food, drink and tobacco.. . . .	£ 10,728,789	£ 14,554,370	£ 15,595,472
Raw materials and articles, mainly unmanufactured.. . . .	39,994,110	42,833,776	45,258,649
Articles wholly or mainly manufactured.. . .	13,106,680	16,705,874	16,539,450
Animals, not for food.. . . .	34,805	34,111	55,516
Total..	<u>£ 63,863,784</u>	<u>£ 74,128,131</u>	<u>£ 77,449,087</u>

The general position revealed is a continuation of the tendency which has now prevailed for a considerable time for imports to increase to a proportion altogether out of keeping with the slight growth in exports, but a feature that is causing apprehension is that British exports during the month of June showed a falling-off of about £5,500,000 from May, and were the lowest in value since February, 1923. The cause, as in the early months of the year, has been partly the striking drop in exports of coal, but unfortunately an examination of the list shows that the decline extends to manufactured products of many kinds.

A feature which seems to call for attention is that despite the disappointing result of export trade, imports of raw materials and partly manufactured goods during the half year exhibit an increased valuation over 1924. As the destination of such commodities is largely for use in British factories, the position points to activity in at least certain branches of industry.

An explanation which is suggested by several writers is that the high wages which are being paid in so-called "sheltered" occupations still enable a certain section of the population to purchase freely luxuries and other articles, in spite

of the bad times which prevail in other sections of the community. This view is in keeping with the actual position that domestic trade remains fairly active and that the existing depression mainly affects particular industries and also export trade.

IMPORTS FROM CANADA

It has also been customary to take advantage of the publication of the six months' import statistics to show the position achieved by Canadian exporters in supplying the Mother Country with some of the chief articles of food which it imports from abroad.

It is at once noticeable that there has been a heavy drop in quantities under the cereal classification, imports of grain and flour generally having fallen from 89,131,543 cwt. in the first six months of 1924 to 73,949,797 cwt. in 1925. The smaller wheat crop is mainly responsible for Canada's share being reduced from 15,500,000 cwt. to 11,000,000 in wheat, but a matter for greater concern is the decline in receipt of Canadian flour from 2,800,000 cwt. to 1,800,000 cwt. in the first half of this year. Exceptional arrivals of Canadian barley show an increase of about 20 per cent, but there was a heavy falling-off in oats.

The position in meats, upon the other hand, showed welcome improvement. Although the total quantity of bacon exhibited a slight diminution, Canada's share rose from 499,414 cwt. to 626,031 cwt., and hams from 55,343 cwt. to 76,583.

Another favourable feature is the development of the cattle trade, arrivals from Canada of living animals attaining 49,410, or about 30 per cent increase over the first six months of 1924.

Shipments of Canadian butter, while showing the abnormal proportionate increase from 101 to 805 cwt., are almost lost, except for statistical purposes, in the 3,391,615 cwt. of butter imported from all parts. The position as it affects cheese is also more encouraging in so far that Canada's contribution of 193,035 cwt. was treble that of the first half of 1924, during which period, however, shipments were unusually restricted. New Zealand's exports between January and June this year totalled 1,066,817 cwt.

Upon the other hand, receipts of Canadian eggs declined almost to vanishing point. Although consignments of canned salmon decreased by nearly one-third as compared with a year ago, Canadian exports increased from 73,174 to 88,265 cwt., and imports of canned lobster practically trebled. There was also an encouraging revival in the trade in refined sugar. During the six months ended June we supplied three times as much as in 1924, and altogether about one-seventh of what was imported.

Turning to raw materials, Canada more than secured her share in the increased quantity of asbestos, raw, fibre and waste, imported.

In hardwood, hewn, there was practically no change, but Canadian exports of hardwood sawn went up by nearly 50 per cent. The situation as regards softwoods varies little from last year. Concerning pulp and paper products, in the returns published, Canada only figures under the classification "mechanical wet pulp," providing 10,233 tons out of the 310,203 tons brought into the country up to the end of June. There is, however, a noticeable increase in newsprint from 1,892 to 87,990 cwt., although the latter is a mere fraction of the 1,785,920 cwt. received from all sources. Arrivals of packing and wrapping paper from the Dominion also marked a slight growth.

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM DURING THE SIX MONTHS ENDED JUNE 30, 1924 AND 1925

	1924		1925	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
1. Wheat—				
Total imports.. . . .	52,134,726	27,313,631	46,796,021	35,371,871
United States.. . . .	14,874,431	7,823,129	12,902,069	9,866,927
Argentina.. . . .	13,035,824	6,708,670	7,204,000	5,493,207
Australia.. . . .	6,171,379	3,362,388	9,278,633	6,936,077
British East Indies.. . . .	454,881	237,087	5,396,265	3,979,785
Canada.. . . .	15,648,013	8,174,873	11,010,530	8,371,249
2. Wheat Meal and Flour—				
Total imports.. . . .	5,429,763	3,659,998	4,770,224	4,642,437
United States.. . . .	1,380,906	947,117	1,851,123	1,836,339
Canada.. . . .	2,787,475	1,914,186	1,779,287	1,803,692
3. Barley—				
Total imports.. . . .	8,417,933	3,941,663	4,603,338	2,062,862
United States.. . . .	1,694,632	913,018	1,698,846	1,135,171
Canada.. . . .	1,004,503	442,840	1,208,133	660,831
4. Oats—				
Total imports.. . . .	5,802,936	2,274,167	3,567,872	1,653,089
Argentina.. . . .	1,748,270	621,685	714,616	338,821
United States.. . . .	1,307,647	529,444	1,047,783	474,675
Canada.. . . .	1,760,708	713,356	1,033,797	478,405
5. Bacon—				
Total imports.. . . .	3,969,576	17,260,331	3,863,624	20,436,193
Denmark.. . . .	1,989,101	9,381,212	1,947,441	10,939,495
United States.. . . .	1,096,244	3,905,239	863,390	3,986,820
Canada.. . . .	499,414	2,140,384	626,031	3,092,976
6. Hams—				
Total imports.. . . .	867,002	3,889,687	801,927	4,204,121
United States.. . . .	804,178	3,598,337	717,522	3,737,920
Canada.. . . .	55,343	244,882	76,583	411,599
7. Animals, Living, for Food				
<i>(Cattle)—</i>				
	Number		Number	
Total imports.. . . .	436,521	8,032,385	329,407	6,264,259
Irish Free State.. . . .	403,757	7,078,390	287,363	5,094,225
United States.. . . .	1,859	55,150	1,634	51,113
Canada.. . . .	30,574	892,225	40,410	1,118,921
8. Butter—				
	Cwts.		Cwts.	
Total imports.. . . .	2,702,007	24,134,894	3,391,615	29,418,963
Denmark.. . . .	841,303	8,425,052	811,266	8,228,195
New Zealand.. . . .	755,716	6,712,181	1,012,650	8,456,861
Argentina.. . . .	382,347	2,989,928	292,669	2,362,656
Irish Free State.. . . .	144,724	1,170,942	107,796	907,508
Australia.. . . .	396,649	3,182,838	862,809	6,838,130
Canada.. . . .	101	6,004	805	51,252
9. Cheese—				
Total imports.. . . .	1,407,536	6,622,375	1,502,497	7,274,281
New Zealand.. . . .	1,126,030	5,203,956	1,066,817	5,053,343
Italy.. . . .	70,147	430,812	76,799	394,789
Netherlands.. . . .	89,747	391,131	70,818	305,840
Canada.. . . .	66,847	325,196	193,035	1,034,338
10. Eggs—				
	Gt. Hundreds		Gt. Hundreds	
Total imports.. . . .	10,150,069	7,120,686	11,151,601	7,707,608
Denmark.. . . .	2,580,810	2,099,203	2,757,966	2,315,003
Irish Free State.. . . .	3,199,416	2,206,410	3,164,576	2,171,097
Egypt.. . . .	1,253,472	641,873	890,856	410,404
Netherlands.. . . .	680,871	537,579	968,940	780,982
Canada.. . . .	15,676	13,435	1,210	1,088
11. Canned Salmon—				
	Cwts.		Cwts.	
Total imports.. . . .	315,197	1,589,403	217,013	1,008,479
United States.. . . .	166,672	772,338	113,507	513,024
Canada.. . . .	73,174	378,433	88,265	417,877
12. Canned Lobsters—				
Total imports.. . . .	6,364	100,520	17,725	306,749
Newfoundland and Coast of Labrador.. . . .	550	8,038	95	1,673
Canada.. . . .	5,555	88,190	16,841	290,583

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM DURING THE SIX MONTHS ENDED JUNE 30, 1924 AND 1925—*Con.*

	1924		1925	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
13. Paper, Printing, Not Coated, and Writing Paper in Large Sheets—				
Total imports.. . . .	1,699,960	1,700,527	1,785,920	1,739,460
Sweden.. . . .	384,094	355,143	308,622	264,479
Finland.. . . .	556,427	502,120	342,743	303,642
Newfoundland and Coast of Labrador.. . . .	234,204	242,877	383,742	388,379
Canada.. . . .	1,892	4,452	87,990	80,063
14. Paper, Packing and Wrapping Including Tissue Paper—				
Total imports.. . . .	1,823,733	2,221,819	2,162,996	2,612,289
Sweden.. . . .	722,915	847,266	812,280	945,751
Germany.. . . .	462,552	517,287	457,282	536,759
Norway.. . . .	209,079	239,920	432,654	502,738
Finland.. . . .	192,124	217,948	188,397	207,414
Canada.. . . .	57,614	66,403	62,198	74,573
15. Sugar, Refined and Sugar Candy—				
Total imports.. . . .	6,278,021	9,419,885	6,852,636	6,611,797
Czecho-Slovakia.. . . .	2,643,949	3,866,955	2,397,024	2,375,369
Netherlands.. . . .	1,726,232	2,685,985	1,841,047	1,760,469
United States.. . . .	734,553	1,005,432	925,186	866,713
Canada.. . . .	325,399	488,832	1,064,497	1,000,180
16. Wood and Timber, Hewn, Hard, Other Than Mahogany—				
	Cub. Ft.		Cub. Ft.	
Total imports.. . . .	2,542,346	527,005	2,561,076	486,597
British East Indies.. . . .	230,790	118,243	26,044	17,786
United States.. . . .	472,438	97,910	792,258	147,295
Canada.. . . .	429,009	74,242	458,555	112,338
17. Wood and Timber, Hewn, Soft—				
	Loads		Loads	
Total imports.. . . .	128,928	780,356	141,676	789,913
United States.. . . .	53,721	439,265	41,508	341,197
Norway.. . . .	22,933	101,121	29,445	130,126
Sweden.. . . .	20,520	99,464	21,354	94,061
Canada.. . . .	6,145	48,790	5,175	66,436
18. Wood and Timber, Sawn, Hard, Other Than Mahogany—				
	Cub. Ft.		Cub. Ft.	
Total imports.. . . .	10,863,003	3,073,181	13,211,412	3,378,105
United States.. . . .	6,923,265	1,956,754	8,341,356	2,113,501
British East Indies.. . . .	941,109	426,958	845,086	369,903
Canada.. . . .	1,152,496	187,511	1,608,776	221,166
19. Wood and Timber, Sawn, Soft—				
	Loads		Loads	
Total imports.. . . .	1,269,276	7,290,174	1,495,867	7,713,558
Sweden.. . . .	242,577	1,417,724	323,610	1,615,061
United States.. . . .	102,362	1,012,726	107,302	989,470
Latvia.. . . .	187,769	922,016	210,482	956,616
Finland.. . . .	145,926	800,725	254,071	1,158,278
Canada.. . . .	99,192	700,099	106,725	645,896
20. Wood Pulp, Mechanical, Wet—				
	Tons		Tons	
Total imports.. . . .	240,196	1,124,714	310,203	1,303,364
Norway.. . . .	137,152	620,897	227,149	955,951
Sweden.. . . .	60,337	294,208	56,202	237,599
Canada.. . . .	9,213	49,659	10,233	43,034
21. Asbestos, Raw, Fibre, and Waste—				
	Tons.		Tons	
Total imports.. . . .	9,079	236,735	11,940	276,098
Rhodesia.. . . .	4,604	155,031	6,300	171,099
Canada.. . . .	2,574	39,130	3,771	67,244

WEST OF ENGLAND MARKET CONDITIONS FOR FISH OIL AND FISH MEAL

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, July 16, 1925.—A report on the West of England market for fish oils appeared in *Commercial Intelligence Journal* No. 1010 (January 9, 1923), and certain possibilities for both domestic and re-export trade which could be developed from Bristol were then pointed out.

A recent inquiry from Vancouver as to openings in the West of England for Canadian fish oil and fish meal has met with a favourable response from importing firms, and if current prices can be met a new development connecting Vancouver and Avonmouth may result, particularly for fish meal.

The present scheme, which it is hoped will prove successful, is to develop the British Columbia coast water fisheries and utilize chiefly the pilchard owing to its high oil and protein content. It should be noted, however, that the West of England market for fish oil is small compared with Liverpool and London.

FISH OIL

The chief West of England trade with fish oil is with soap manufacturers, tanners, margarine manufacturers, and the paint trade. Certain quantities are hydrogenated into solid fat which is used in the manufacture of soap and margarine. In the tanning trade tanked cod oil is chiefly used, although sometimes mixed with cheaper fish oils. Canadian houses are no doubt aware that the majority of tanners obtain their supplies from the British Tanners Limited or the Tanners' Hide Buying Association, both organizations being controlled by members of the tanning trade and utilized for purposes of mass purchasing. In turn these companies buy from the large dye firms who sulphurate the oil, and the mixture used by tanners is roughly 45 per cent fish oil, 55 per cent mineral oil, and 5 per cent water.

In the soap industry the largest soap works in the Bristol Channel form a part of the Leverhulme combine, and although certain minor oil and tallow purchases are made through local oil houses or brokers, the bulk of the requirements are handled from London.

As to the paint trade, only the cheapest brands on the market contain fish oil. Linseed oil is exclusively used in the better-quality paints owing to its quick drying value, particularly when boiled.

Some oil firms and brokerage houses have expressed interest in possible Canadian supplies of fish oil (both tanked and footings) and desire quotations c.i.f. Avonmouth, accompanied by samples. Representation would of course be considered, and several trade inquiries will be found in this issue of the *Journal*, page 158.

Prices for tanked cod oil are approximately £36 6s. (\$176.40) to £36 10s. (\$177.36) d/d Bristol, and a cheaper ruby red variety derived from herring and mackerel offal is offered from £30 (\$145.80) to £31 (\$150.66).

FISH MEAL

The demand for fish meal is strong; so strong, in fact, that meat meal is being used in increasing quantities as a cheaper substitute.

Prices for fish meal range from £61 (\$77.86) per ton for common to £18 10s. (\$90.03) for fine, whilst better lots go as high as £20 10s. (\$99.76) and £21 (\$102.20). On the other hand, meat meal can be obtained from £11 10s. (\$55.96) to £17 10s. (\$85.16) for fine. It is noted that a meat meal analysing 42 per cent albuminoid and 12 per cent fats is selling for £13 10s. (\$65.69).

Exchange is calculated at parity.

Amongst several firms interviewed, one importer stated that they sold 4,000 tons of fish meal last year for feeding purposes alone and would like to represent a Canadian house who can export such meal. They state that supplies *must* contain less than 3 per cent of oil, and their present supplies contain 2 per cent oil and 60 per cent albuminoid.

The better grades of meal are used for feeding cattle (particularly young stock), pigs and poultry, whilst poorer grades are sold as fertilizer.

THE WEST OF ENGLAND AND SOUTH WALES SITUATION

TRADE COMMISSIONER DOUGLAS S. COLE

South Wales Coal Crisis

Bristol, July 21, 1925.—With the exception of motor and allied industries in the Birmingham area, trade conditions in the West of England can only be described as dull, whilst South Wales is distinctly depressed owing to the acute coal trade situation and anticipation of a general strike.

The South Wales anthracite trade has been busy despite labour troubles, and is claimed to be the only field in the United Kingdom which provides constant work for 20,000 colliers and operates at a profit. The exports to Canada to replace Pennsylvania anthracite would of course be affected by a general strike. Traders and bankers generally agree that collections are slow in the mining areas and they see little hope of improvement in the near future.

Northampton Boot and Shoe Trade

In the boot and shoe districts of Northampton and Leicester the depressed condition of industry throughout the country is having its effect, and manufacturers complain that during July they should be working to full capacity but business has not materialized as anticipated. Decreased exports to Ireland, South Africa and New Zealand have not been offset by increased shipments to Canada and the United States.

Traffic Decrease at South Wales Ports

Analysis of traffic at South Wales ports which are controlled by the Great Western Railway Company show that to date this year exports have decreased by 1,900,000 tons and imports by 206,000 tons compared with last year. This sharp decline is caused of course by high coal and coke costs and the reaction is shown by decreased iron ore, pig iron, and pit wood imports.

CASEIN AND ITS INDUSTRIAL APPLICATIONS

A memorandum on the above subject, with special reference to Canada, has just been prepared by the Natural Resources Intelligence Service, Department of the Interior. Its purpose is to direct attention to the manifold uses and growing importance of casein industrially, stressing in particular the need for considering the feasibility of manufacturing in Canada casein plastics which are being increasingly made in Europe and which, if produced in this country, would offer an effective and inexpensive substitute for many materials now imported. The scope of this memorandum may be judged by the variety of subjects handled in it, such as the raw materials of the industry; methods of

preparation; costs of conversion and marketing; movement of prices; applications of casein and its by-products in the several industries in which they are used; tariffs of the various countries and patents held; the place of casein in food and medicinal preparations; and foreign developments in its manufacture.

In a general memorandum such as this, certain phases of the casein industry have inevitably been omitted or treated in a somewhat cursory manner. Additional detailed information, however, will be made available to interested parties on application to the Director, Natural Resources Intelligence Service, Department of the Interior, Ottawa.

MARKET FOR NEWSPRINT IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, N.Z., July 6, 1925.—A notice is published on page 156 of this issue regarding tenders invited by the Newspaper Proprietors' Association of New Zealand for the supply of newsprint for 1926. This organization embodies the majority of the largest newspapers in this Dominion and on their behalf arranges for the purchasing of requirements. It will be noted that the tenders call for the supply of reel and flat newsprint up to 8,000 and 200 tons of 2,240 pounds respectively. This represents the minimum order which will be placed, but the quantity may be considerably increased, as was the case last year, when the specifications called for 6,000 to 7,000 tons but approximately 10,000 tons were ordered.

In 1923 Canada supplied 205,583 cwt. out of a total importation of 330,279 cwt. During that year England supplied 124,488 cwt. In 1924 Canada's proportion had dropped somewhat, the figures for that period being: total imports 337,856 cwt.; Canada, 197,695 cwt.; United Kingdom, 139,919 cwt. Indications point to a larger percentage in 1925 than was the case in 1924, and the Dominion is getting more business in newsprint, although this will not be a record year.

An analysis of the specification reveals the fact that the net weight of the paper only, excluding wrappers and cores, will be paid for, and that full details as to gross tare, net weight, and yardage of each reel are to be supplied with each shipment. It has been stated that hitherto the weight of the core has been included in the quantity shipped. It should now be pointed out that certain competitors are believed to be adhering to the new requirements and supplying on a net weight basis.

Canadian exporters should, if possible, quote c.i.f. or c.i.f. and e., and prices in sterling are usually more acceptable. As to cost of newsprint, it is interesting to observe that the writer has been informed that one English firm have booked orders in Auckland at 2s. 6d. per ton lower than the ruling Canadian quotations.

MANUFACTURING IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, July 6, 1925.—Many letters are received in this office from Canadian manufacturers of commodities which are made in New Zealand, and in which direction there is little possibility of competing on favourable terms. The purpose of this report is to outline the production of the manufactories of this Dominion for the information and guidance of Canadian exporters.

The population of New Zealand being only about 1,350,000, it is not possible to maintain a wide range of industries, and consequently the manufacturing field is mainly limited to the treatment of primary products. Recent years have shown a decided advancement among the main branches as well as a tendency, as the population increases, for greater diversity.

It should be noted at the outset that a "factory" is defined as an establishment manufacturing, repairing, or preparing articles for wholesale or retail trade or for export, which employs two or more persons or uses motive power, with the following exceptions: bakeries, butcheries, laundries, smithies, waterworks, retail stores, and farmers using motive power for their private purposes.

The factories operating in 1922-23 numbered 4,335, an increase of 155 over the previous year. Of these industries, 1,218 were located in Auckland provincial district, 943 in Wellington, 650 in Canterbury, 468 in Otago, and smaller numbers in the other provincial districts. For the year ended March 31, 1923, 48 factories were engaged in meat freezing and preserving; 38 in ham and bacon curing; 12 in fish curing and preserving; 431 in butter, cheese, and condensed milk production; 53 grain mills; 60 biscuit and confectionery; 7 fruit preserving and jam making; 54 breweries and malt houses; 121 in aerated waters and cordials; 21 in sauce, pickle, and vinegar; 18 soap and candle; 224 clothing and waterproof factories; 11 hosiery; 80 boots and shoes; 42 flax-milling; 426 saw-milling; 53 gasworks; 79 in the production of electric current; 22 lime and cement works; 76 brick, tile, and pottery; 119 tinware and sheet-metal; 41 iron and brass foundries; 147 engineering works; 280 printing and publishing establishments; 30 agricultural and dairying machinery and implement making; 188 coachbuilding works; 514 motor and cycle; 71 harness, saddlery, and leatherware; 62 tanning, fellmongery and wool-scouring; 30 ship and boat building; 34 sail, tent, and oilskin making; 271 furniture works; and 12 woollen mills.

The number of establishments is not an ideal basis on which to judge the development of industry as such of them that require little capital grow rapidly, whereas others, where the initial outlay is large, tend to develop internally without reflecting any such growth in the statistics. The amount of salaries and wages offers a good means of comparison. Since 1906 the amount paid in productive wages has approximately trebled. The following were the wages paid during each of the past five years: 1918-19, £9,475,943; 1919-20, £11,629,406; 1920-21, £14,635,601; 1921-22, £13,677,376; 1922-23, £13,764,884. The inflation of prices in the early post-war period is evident in these figures and the wages paid during 1918-19 and two subsequent years show great fluctuations.

MOTIVE POWER

It is essential to have ample supplies of cheap motive power if industries are to flourish. In the early days of development this condition did not pertain to New Zealand, but the Government have taken, and are still taking, active steps to develop hydro-electric power and supply, through the various power boards, ample energy at reasonable cost. The 227,101 horse-power for the factories during 1922-23 was developed by 9,529 engines or motors, while 60.7 per cent of the equipment was electrical.

VALUES

In 1919-20 the value of the products of the factories was £69,780,296, and the cost of materials used £47,037,931, whereas the corresponding figures for 1922-23 were £73,853,423 and £45,095,687.

"Animal food" was responsible for by far the largest proportion of this value, followed by vegetable food; wood working; heat, light, and power; apparel; books and publications; harness, saddlery, and leatherwear; metals, other than gold or silver; etc.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Trade Prospects in New South Wales

Sydney, July 2, 1925.—A general lull in business operations usually accompanies the approach of the end of the financial year, but conditions now ruling are very dull and an air of hesitancy prevails.

That condition of affairs is attributed mainly to the uncertainty of the industrial and political outlook. Serious trouble threatens on the waterfront owing to the deregistration of the Seamen's Union giving rise to fears of disorganization of the inter-State trade. The coming into office of a new Government, which states very definitely that it will endeavour to at once pass an act limiting the hours of labour to forty-four per week, has caused much uneasiness in manufacturing circles. This regulation has just come into force in the state of Queensland but not in other states, and it is feared that the increased cost involved in a reduction of $8\frac{1}{2}$ per cent in the working hours will drive trade to other states not so hampered. The definite suspension of wool sales and the consequent locking up of about £12,000,000 which would have been available had it not been found necessary to suspend the sales on account of the great decrease in prices, has also seriously affected business.

Australian Seamen's Union Deregistered

On June 6 the Australian Seamen's Union ceased to be an organization registered under the Commonwealth Conciliation and Arbitration Act.

This development was the result of the union's consistent and persistent defiance of the court, together with the deliberate flouting of its awards over a very lengthy period. There is no question that their actions have inflicted an enormous expense upon the community through their attempts at job control, which have resulted in a serious disorganization of the country's sea-borne trade without benefit to the seamen.

The most remarkable feature of the deregistration proceedings was the attitude adopted in the Arbitration Court by the president of the Seamen's Union, who, in response to an order of the court that two of the Commonwealth Government Line steamers which have been lying idle in Sydney for some time should be manned, stated that the order would not be carried out, and intimated that he was perfectly willing to agree to the deregistration, and the cancellation of the award under which its members have worked. It therefore appears that having secured every advantage possible from the Arbitration Court, the seamen now intend to obtain more by direct action.

The president of the court when making the order for deregistration stated that "a careful consideration of the facts which have been submitted to me has forced upon my mind an inevitable conclusion that this union has entered upon a policy of defiance of the law, and that it is determined not to depart from it."

United States Trade Commissioner for Sydney

With a view of better serving the interests of United States exporters in the Australian and New Zealand area, the Bureau of Foreign and Domestic Commerce of the United States Department of Commerce will open an office in Sydney this month. A Trade Commissioner will be in charge and he will be assisted by an Assistant Trade Commissioner.

Subsidizing Fruit Shipments to China

The Commonwealth has agreed to a request that it should subsidize fruit growers to the extent of 50 per cent of the steamer freight on an experimental shipment of Australian fruit to Hong Kong, comprising 500 cases of apples

and 50 cases of citrus fruits. The condition is laid down that "in the event of the amount realized for the fruit on sale in China being in excess of the Melbourne market prices for such fruit on the day of shipment, plus shipping and selling charges, a recoup will be made to the Government of such excess to the amount of, but not more than, that which the Government has paid."

It is expected that the trial shipment will be made about September, when there is little competition with American markets.

Radio in Australia

Owing to the severe restrictions in force, the use of radio in Australia had not become popularized up to about twelve months ago. The limitations imposed were then amended and the programmes of the broadcasting companies considerably improved. The result is that there are now 61,518 licenses in force and that the revenue has increased to £113,658 per annum. General complaints are made that the existing fees are too high.

Copra Trade of New South Wales

Copra is the commercial name applied to the dried and broken kernel of the cocoanut after it is split and prepared for shipment. It is exceedingly rich in oil averaging from 65 to 70 per cent of its bulk. It is nearly colourless when pure, and is of the consistency of ordinary butter at ordinary temperatures. After the stearine is taken away, it has many properties similar to butter, and it is largely used in the composition of margarine. It is made up by Sydney manufacturers in very attractive form, and is in much demand for cooking purposes, more particularly for its good keeping qualities. Large quantities of the oil extracted from copra are used in Australia for soap-making, candle-making, and for other purposes. Oil cake and meal for animal food are made from the residue, and fertilizer is also made to a small extent. The cocoanut therefore is one of those natural products from which there is practically no waste. Even the outside husks are used for rope-making, the coir rope made therefrom possessing extraordinary elastic properties, which prevent it from breaking under great strains.

So far as Australia is concerned, the entire trade in copra from the South Seas, and the mandated territory of New Guinea, passes through Sydney, and conversely the islands also obtain from Sydney their principal supplies.

An old-established Sydney firm desires to get in touch with Canadian users of copra and its products. The name of this firm is on file at the Department of Trade and Commerce, Ottawa.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York, July 27, 1925.—The Federal Reserve Board has issued a summary of general business conditions in the United States for June and early July which shows a further small decline in industrial production, but an average production above the corresponding period of last year. Member banks in the leading cities report that the volume of loans on securities continued to increase after the middle of June and during the first half of July were at a higher level than at any previous time. June shipments of freight and the volume of wholesale trade increased while factory employment declined. After declining for two months, wholesale prices advanced. The Board's index shows that production in basic industries declined about 1 per cent in June to the lowest level since the autumn of 1924, but 17 per cent above the low point of last summer. The output of pig-iron, steel ingots, lumber, newsprint and petroleum and mill consumption of cotton declined in June, while production in bituminous coal, sole

leather, and wheat flour increased. The Board states that the Department of Agriculture estimates that the condition of all crops on July 1 showed improvement over the previous month; the corn crop was forecast at approximately 550,000,000 bushels above last year. The July 15 cotton crop estimate was 13,588,000 bales, compared with a forecast of 14,339,000 bales on June 25.

THE FOREIGN TRADE OF MEXICO

TRADE COMMISSIONER C. NOEL WILDE

IV

Imports of Mineral Materials

[All values are given in Mexican pesos, the par value of the peso being 49.85 cents, Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

The classification which forms the subject of this chapter is so extensive, and comprises such a large variety of products, that only the briefest possible reference can be made to individual items. The totals for the three selected years are subdivided as follows:—

	1910-11.	1919.	1924
Gold, silver and platinum.. . . .	\$ 1,658,064	\$ 7,294,965	\$ 2,651,614
Copper and its alloys.. . . .	5,655,481	3,318,739	5,934,897
Tin, lead and zinc.. . . .	1,372,553	1,244,888	1,643,600
Iron and steel.. . . .	26,448,874	29,500,410	33,510,285
Aluminum, etc..	79,550	93,438	288,598
Stones and earths.. . . .	16,816,065	9,947,015	28,234,443
	\$52,030,587	\$51,399,455	\$72,263,437

Gold, Silver, and Platinum.—1910-11, \$1,658,064; 1919, \$7,294,965; 1924, \$2,651,614.

In addition to metal, ingots and dust, the item includes a number of manufactured products, such as wire, jewellery, textiles, coin, and goldbeaters' skin. The large increase shown for the year 1919 is due to imports of currency from the United States.

Copper and its Alloys.—1910-11, \$5,655,481; 1919, \$3,318,739; 1924, \$5,934,897.

Copper wire is an important item, the imports in 1924 being valued at \$1,865,065; this is largely required in the electrical industry. Pipes, tubes, sheets, and plates account for \$261,049, and cheap jewellery and trinkets for \$593,944.

Unspecified manufactures of copper or its alloys are included to the value of \$2,591,415, and the balance is made up of bars, ingots, bronze powder, and a few additional items of minor importance.

Tin, Lead, and Zinc.—1910-11, \$1,372,553; 1919, \$1,244,888; 1924, \$1,643,600.

Bar and granulated tin is the principal item, being imported in 1924 to the value of \$652,537. "Zinc, in ingots, filings, or grains" is also important, the value for the same year being \$306,536; this chiefly consists of zinc dust, which is required for use in the mining industry. The remainder consists largely of sundry manufactured goods, of which no details are given.

Iron and Steel.—1910-11, \$26,448,874; 1919, \$29,500,410; 1924, \$33,510,285.

This classification is so extensive that it is desirable to provide further particulars of the more important items. The following is a detailed analysis for the year 1924 of all products which were imported to the value of half a million pesos or over:—

	Tons.	
Ploughs, scythes, hoes, and implements for agriculture and earthwork	2,767	\$ 1,795,142
Wire, general.. . . .	4,747	820,289
Wire, fencing.. . . .	5,807	913,434
Manufactures, unspecified.. . . .	4,881	7,124,727
Manufactures of enamelled iron.. . . .	1,484	1,338,544
Wire cables, or rope.. . . .	1,370	751,903
Nails, tacks, screws, bolts, etc..	3,076	1,398,588
Piping up to 6 in. diameter.. . . .	10,001	4,175,824
Piping more than 6 in. diameter.. . . .	28,003	5,870,088
Bars and angle iron up to 5 kilos per meter (10 lbs. per yard).. . . .	4,685	1,100,836
Sheets, plain or corrugated.. . . .	10,094	2,125,298
Tin plate in sheets.. . . .	9,424	1,960,294
Rails (railway).. . . .	6,595	571,799
Fastenings (railway).. . . .	2,809	540,708
Beams and joists.. . . .	2,340	663,482
Sundries.. . . .	...	2,359,329
		<hr/>
		\$33,510,285

Ploughs, Scythes, etc.—The principal source of supply for minor agricultural implements is the United States, followed by Germany and Great Britain. Under normal conditions there is a large demand, but the reduction of the area under cultivation during recent years has resulted in a decrease of imports by about one-third in the past decade. With the continuance of peaceful conditions, they should again increase, and Canada is in a position to compete, more especially in shovels and small tools.

Wire.—This is required for, in general, the same purposes as in Canada; the principal sources of supply are the United States, Germany, Great Britain, and Belgium.

Wire Fencing.—The woven wire fencing such as is used in Canada is not in great demand in Mexico, fences usually being made of plain wire stretched horizontally between wooden posts (i.e., no vertical wires are used). Barbed wire is imported in large quantities, and represents two-thirds of the total value of the imports.

Unspecified Manufactures.—This represents a numerous class of articles which are not specially allowed for in the tariff, and no details are available of the items of which it is composed.

Manufactures of Enamelled Iron.—This represents principally household appliances of enamelled iron, for which there is a large and increasing demand in the country. The principal sources of supply have hitherto been the United States, Germany, and Sweden, the last named having recently secured a substantial portion of the trade. In general, the German product is reported to be most popular, the market being one in which price is the ruling factor. At present the quality of Canadian goods is a little too high, and quotations are at a corresponding level.

Wire Cables or Rope.—These are required principally in connection with the mining industry, and are supplied by the United States, Great Britain, Belgium, and Germany. Canada provides a small quantity only.

Nails, Tacks, Screws, Bolts, etc.—There is a large and constant demand for numerous industrial purposes, which is filled from the usual sources. The market is well worthy of investigation by Canadian manufacturers.

Piping.—Practically the whole of the demand is provided by the United States and Germany, although in the past Great Britain was an important source of supply. Experience shows that Canada is in a position to compete in certain lines, and that the quality of her product is at least equal to that of other foreign countries.

Bars and Angle Iron.—This is supplied by the United States and Great Britain, the latter doing about 15 per cent of the trade. The demand is not subject to great variation, and it is doubtful whether Canada could compete under present conditions.

Sheets, Plain or Corrugated.—There is a constant demand, and large quantities of corrugated sheets are supplied by Great Britain. Canada cannot compete.

Tinplate in Sheets.—These are required for use in the oil, alcohol, and other industries, and are manufactured into containers locally. The largest source of supply is Great Britain.

Rails.—The imports are not so great as would be expected from the railway mileage of Mexico; this is due to the existence of a local industry, which is providing an increasing proportion of the total requirements.

Fastenings (Railway).—These are supplied by the United States and Germany, with smaller quantities from Great Britain and Belgium. The types used are the same as in Canada.

Beams and Joists.—These are required for construction work of all kinds, and practically the only source of supply is the United States.

Sundries.—Among the items included under this heading are ferromanganese ingots, office safes, pins, crown seals, drums and barrels, chains, stoves, etc.

Aluminum, etc.—1910-11, \$79,550; 1919, \$93,438; 1924, \$288,598.

The most important item consists of aluminum household utensils, which are obtaining an increasing popularity in Mexico. Germany is the principal country of origin, but the United States is a close competitor, and Great Britain also exports to a fair extent.

Stones and Earths.—1910-11, \$16,816,065; 1919, \$9,947,015; 1924, \$28,234,443.

An analysis of this item for the year 1924 shows the following result:—

	Tons.	Value.
Clay, sand, fireclay, tripoli. etc..	34,516	\$ 1,168,378
Lime and cement.. . . .	20,718	755,969
Coal.. . . .	51,425	1,000,281
Crude mineral oil.. . . .	464,765	5,936,943
Mineral oil for lighting and mineral wax.. . . .	10,178	2,001,300
Lubricating oils and greases.. . . .	12,199	2,163,728
Gasoline.. . . .	249,855	7,276,833
Chalk, crayons and pencils.. . . .	145	428,324
Bottles and flasks.. . . .	4,606	1,870,134
Earthenware and china.. . . .	740	645,981
Window glass, etc.. . . .	5,641	2,761,376
Sundries.. . . .		2,225,196
		<hr/> \$28,234,443

The purposes for which the above are required are so clear that detailed mention is hardly necessary. There is a substantial demand for all the products, and the principal country of origin is in all cases the United States.

IMPORT TRADE OF CHINA, 1924

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, July 1, 1925.—The troubled commercial and political conditions in the various outports of China have seriously delayed the Chinese Maritime Customs Annual Report on the Import and Export Trade of China, but the advance copy of the general report and abstract of statistics provides a comprehensive analysis of the main imports, which, in view of the pessimistic reports appearing in foreign countries, will be of considerable interest to manufacturers and shippers to the Orient.

The following review of the Trade of China for 1924, though of necessity very general, will, it is considered, emphasize the steadily growing importance

of the Chinese market to Canada, and the necessity of closely watching the trend of affairs in that country with a view to securing an increased trade.

The mere fact that, in spite of the many civil wars and almost chaotic political conditions that have prevailed throughout the country in 1924, imports of practically all staple commodities showed an advanced increase over the preceding two years, and in the case of Canada an increase of 33 per cent over 1923—from Hk. tls. 10,327,000 to Hk. tls. 15,760,000 in 1924—should cause all manufacturers and shippers with an eye on China as a future market, to seriously study the figures shown hereunder.

The writer is indebted to the Chinese Maritime Customs for the statistics and official comments on China's growth of trade in the ensuing paragraphs.

CUSTOMS REVENUE

The total revenue collection in 1924 was Hk. tls. 69,595,131, which exceeds the 1923 collection by Hk. tls. 6,090,880, and that of 1922—i.e., prior to the introduction of the Revised Import Tariff—by Hk. tls. 10,960,881, deduction of the famine relief surtax being made from the 1922 figures. The import duties collected amounted to Hk. tls. 38,104,525, which when compared with the figures for the two preceding years, represents an increase of Hk. tls. 5,534,253 on the 1923 and of Hk. tls. 8,116,367 on the 1922 collection. It had been estimated at the end of 1922 that the introduction of the Revised Import Tariff, based on an effective 5 per cent ad valorem rate of duties, would have benefited the revenue to the extent of some 8,000,000 Haikwan taels, and when at the end of 1923 the increase in the amount collected was only Hk. tls. 4,870,001, the result was considered disappointing. It is gratifying therefore to note that 1924 represents an increase of nearly 11,000,000 taels over 1922, and that no less than 8,000,000 of this was contributed by the import duties collected at the revised tariff rates. Export duties, on the other hand, contributed much less to the increase in the revenue collection, the total receipts from exports being Hk. tls. 23,137,455, which exceeds the 1923 collection by only Hk. tls. 73,846,460, equivalent at the average sterling rate of exchange for the year—3s. 7½d.—to £13,519,287. The net collection, Maritime and Native Customs combined, amounted to Hk. tls. 59,991,956, the equivalent at the above exchange of £10,982,836 sterling, and the amounts paid out of the net collection towards foreign loans and indemnity obligations was Hk. tls. 42,844,689 or £7,843,702.

As regards the share taken by the ports in the total revenue collection, Shanghai contributed 39.58 per cent, as compared with 37.64 per cent in the preceding year; Tientsin declined from 10.60 per cent in 1923 to 9.95 per cent; and Canton from 6.05 to 5.37 per cent. Hankow, on the other hand, rose from 6.75 to 8.04 per cent, and Kiachow from 4.19 to 4.61 per cent. The Manchurian ports of Harbin, Antung, Dairen, and Newchwang, which in 1923 had contributed collectively 15.20 per cent, all declined in 1924 and contributed only 12.97 per cent. The balance—19.48 per cent—was contributed by all the other ports collectively, as against 19.57 per cent contributed by them in 1923. Shanghai being the principal centre of distribution for practically all China, is able to hold its own and to show an increased revenue collection even under adverse local conditions; but the other ports, which are trade centres for restricted areas, are more easily affected by climatic and political events, and the figures just quoted may serve as an index to the influence which these events had on the trade of each port during 1924.

FOREIGN TRADE

Value of Trade.—The total foreign trade of China in merchandise (i.e., treasure excluded) in 1924 was valued at Hk. tls. 1,789,995,145, which represents an increase of Hk. tls. 113,674,842 on the preceding year and of Hk. tls. 190,053,562 on the 1922 figure. Unfortunately for the prosperity of China the bulk of the increase—Hk. tls. 94,807,790—was derived from imports, exports contributing the balance—Hk. tls. 18,867,052. In 1923 the net value of the import trade showed a falling off of 21.6 million taels as compared with 1922; this has been more than compensated for by the gain obtained in 1924 of 94.8 million taels on the figures for 1923 and 73.2 million taels on those for 1922. Exports, on the other hand, which in 1923 showed a gain on the preceding year of 98 million taels, did not reach such a high level in 1924, but advanced only by 18.9 million taels—a satisfactory increase, however, of 116.9 millions when compared with the 1922 results. The total value of net imports—i.e., gross imports less re-exports of foreign produce to foreign countries—amounted in 1924 to Hk. tls. 1,018,210,677, and the aggregate value of Chinese produce exported abroad totalled Hk. tls. 771,784,468. These figures show an adverse balance in China's foreign trade of 246 million taels, which may be compared with the unfavourable balance of 170 millions in 1923 and 290 millions in 1922. The balance between the import and export trade is affected not only

by the relative volume of each trade, but also, and in a considerable proportion, by fluctuations in exchange rates and in the price of commodities. Nevertheless, these figures show that China has had to pay out some 246 million Haikwan taels more than she collected on her own produce.

CHINA'S FOREIGN TRADE (BY COUNTRIES), 1922-1924

(Thousand of Haikwan taels: 1 tael=80 cts. C.C.)

Country	Gross Imports		Exports	
	1923	1924	1923	1924
Hong Kong	248,083	243,919	175,796	173,163
Macao	6,236	7,705	3,968	5,087
Straits Settlements	9,214	9,322	17,928	19,617
Dutch Indies	13,600	20,733	8,085	9,317
British India	55,241	38,828	12,329	11,436
Great Britain	120,397	126,011	43,207	50,251
Germany	32,456	38,688	11,915	15,949
Holland	3,908	20,460	8,511	13,501
Belgium	10,879	18,278	2,753	3,420
France	7,549	10,560	39,578	45,906
Italy	3,735	6,273	9,468	8,948
Russia	10,203	10,098	34,092	46,259
Korea	11,955	11,505	30,281	38,855
Japan	211,024	234,762	198,517	201,176
Canada	10,327	15,576	2,001	1,107
United States	154,448	190,957	126,804	100,755
Others	39,379	35,467	27,684	35,747
Total	948,634	1,039,102	752,917	771,784

REGISTRATION OF TRADE MARKS IN THE DOMINICAN REPUBLIC

TRADE COMMISSIONER JAMES CORMACK

Kingston, Jamaica, July 10, 1925.—As many Canadian exporters are becoming more and more interested in the Dominican Republic as a market for their goods, the following notes on the procedure relative to trade marks may be found useful:—

The office for registration of trade marks in the Republic is that of the Secretaria de Estado de Fomento y Comunicaciones, Santo Domingo, Dominican Republic, to which all communications should be addressed.

Requirements for Registration.—Applications must be made on plain paper accompanied by two revenue stamps of \$4 each, and should contain the name, residence and occupation of the applicant, also a statement of class or classes of goods for which the trade mark is to be registered. The official classification contains about eighty classes of goods. Two or more copies of the trade mark and description should accompany the application. In case registration is refused, the fee paid is refunded. Upon registration, the certificate is published in the official *Gazette*. Registration will be considered null and void if the owner of the trade mark makes no use of it within one year. This is usually construed to mean that goods manufactured with the trade mark must be on sale within the period stated. It is said that once this requirement is satisfied the registration will then be valid for the entire term, without regard to suspensions of sales.

Duration.—Trade marks may be registered for periods of ten, fifteen and twenty-five years, for which the Government fees are respectively \$15, \$20 and \$25, and are renewable in a like manner. All applications for registration of foreign trade marks must be accompanied by a legal power of attorney certified by a Dominican Consul, at least four facsimiles of the trade marks and the receipt showing payment of Government fees. It is not necessary to file any copy of a British registration when applying for registration of a trade mark in the Dominican Republic.

Attorneys.—The trade mark business in the Dominican Republic is so limited that no attorneys devote themselves entirely to this class of work. Nearly all attorneys in general practice accept cases of application for the registration of trade marks, and charge from \$15 to \$35 for their services.

Assignment (i.e. Transfer).—The laws of the Republic require that assignment of trade marks can only be made with that of the business for which the mark is adopted. The only Government charges are for two 50-cent internal revenue stamps, to affix to the application and assignment. Attorneys' charges are from \$10 to \$15 in cases of assignment.

TARIFF CHANGES AND CUSTOMS REGULATIONS

TRADE COMMISSIONER G. R. STEVENS

Duty on Catalogues and Price Lists Entering South Africa

Cape Town, June 3, 1925.—Under the former South African tariff, bulk shipments of catalogues to an agent or other importer were dutiable, and considerable trouble was sometimes caused by the failure of Canadian firms to declare such catalogues and advertising matter upon their invoices. The Trade Commissioner's office drew the attention of individual firms to this matter, and in *Commercial Intelligence Journal* No. 1108 (April 25, 1925, page 395) general comment was made.

The position in regard to such imports has been changed completely in the new tariff, which now differentiates between catalogues and advertising matter. In the new tariff items 296 (f) and (g) read as follows under both minimum tariff special and maximum tariff general:—

(f) I. Catalogues and price lists of Union firms and firms holding stocks in South Africa, printed and posted abroad to individuals in South Africa, 40 per cent ad valorem or 6d. per pound, whichever duty shall be the greater.

(f) II. Catalogues and price lists of firms or persons having no established place of business in the Union and no permanent agent holding stocks in South Africa, free.

(g) All advertising matter, including advertising invoice forms and similar stationery usually issued gratis or at nominal prices, 40 per cent ad valorem or 6d. per pound, whichever duty shall be the greater.

Therefore in future Canadian firms may ship any number of catalogues and price lists free of duty as long as such firms are not incorporated for business in South Africa, or are not holding unsold stocks within the Union. Either of these latter conditions would create South African domicile for such firms and would render their catalogues liable to entry under 296 (f) (I). All advertising matter other than catalogues and price lists remain liable to duty under 296 (g).

The New South African Tariff

According to a cable despatch from Mr. G. R. Stevens, Canadian Trade Commissioner at Cape Town, the new South African Customs Tariff passed the Senate on July 23, and the new preferential schedule is now operative. The tariff in question was introduced on April 8, 1925, and was reviewed to some extent in *Commercial Intelligence Journal* No. 1113 (May 30, 1925, pages 526-8). Since that review, however, there have been many amendments to the rates quoted. Particulars regarding these and the new preferences will be published in a later issue of the *Commercial Intelligence Journal*.

Greek Duties on Flour Reduced

With reference to the notice in *Commercial Intelligence Journal* No. 1112 (May 23, 1925, page 494), Mr. W. McL. Clarke, Canadian Trade Commissioner in Milan, has cabled from Athens that, effective July 25, 1925, Greek customs duties on flour have been reduced. The basic tariff remains at $8\frac{1}{2}$ gold drachmas per 100 kilos, but the rate of conversion into paper drachmas for payment of duty is lowered from $6\frac{1}{2}$ to 5. The standard value of the Greek gold drachma is 19.3 cents, and the value of the paper drachma at the current rate of exchange is about 1.6 cents. There are certain other taxes in addition to the ordinary customs duties.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of Closing	Particulars.
38472	Sept. 16.	Supply and delivery of 100,000 lineal yards of canvas for the manufacture of tarpaulins, as specified.
38434	Sept. 23	Supply and delivery of a vertical spindle surface grinding machine complete with all necessary equipment, as specified.
38471	Sept. 30	Supply and delivery of one elliptical spring plate forming machine, including all necessary accessories, as specified.
38425	Oct. 7	Supply and delivery of two electric transporters and equipment and four ball or roller bearing freight trucks, as specified.

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Acting Canadian Trade Commissioner at Auckland, N.Z., for the supply of newsprint during 1926 required by The Newspaper Proprietors' Association of New Zealand up to 8,000 tons of reel news and up to 200 tons of flat news. These specifications are open for inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders, which close on October 19th, should be addressed to the Secretary, The Newspaper Proprietors' Association of New Zealand Inc., Wellington, in accordance with these specifications.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 3, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 3, 1925. Those for the week ending July 27, 1925, are also given for the sake of comparison.

	Parity		Week Ending	Week Ending
			July 27, 1925	August 3, 1925
Britain	1.00	\$4.86	\$4.85½	\$4.8550
France	1.	.193	.0473	.0474
Italy	1.	.193	.0367	.0366
Holland	1.	.402	.4014	.4018
Belgium	1.	.193	.0463	.0460
Spain	1.	.193	.1452	.1447
Portugal	1.	1.08	.0515	.0519
Switzerland	1.	.193	.1942	.1942
Germany	1.	.238	.2380	.2389
Greece	1.	.193	.0159	.0159
Norway	1.	.268	.1855	.1822
Sweden	1.	.268	.2687	.2686
Denmark	1.	.268	.2350	.2250
Japan	1.	.498	.4100	.4137
India	1.	2s.	.3675	.3675
United States	1.	\$1.00	1.0000	1.0000
Mexico	1.	.498	.4970	.4970
Argentina	1.	.424	.4037	.4031
Brazil	1.	.324	.1187	.1175
Roumania	1.	.193	.....	.....
Jamaica	1.	4.86	4.8875	4.8475
British Guiana	1.	1.	}	
Barbados	1.	1.		
Trinidad	1.	1.		
Dominica	1.	1.		
St. Kitts	1.	1.		
Grenada	1.	1.		
St. Vincent	1.	1.		
Tobago	1.	1.	.9912—1.0262	.9812—1.0262
Shanghai, China	1.	.708	.7812	.7812
Batavia, Java	1.	.402	.4050	.4050
Singapore, Straits Settlements .. \$	1.	.567	.5725	.5725

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

976. CANNED SALMON.—A firm in Milan would like to be appointed the representatives of Canadian exporters of canned salmon.

977. CANNED SALMON.—A manufacturers' representative in Mexico City desires to hear from exporters of canned salmon with a view to securing sole agency.

978. CANNED FISH.—A New Zealand firm of manufacturers' representatives and mercantile brokers desire to hear from Canadian exporters of canned fish.

979. CONFECTIONERY.—A firm of manufacturers' representatives and mercantile brokers in New Zealand wish to receive quotations for confectionery from Canadian exporters.

980. DRIED FRUITS.—A Milan company are anxious to open up business connections with Canadian firms dealing in dried fruits.

981. APPLES AND VEGETABLES.—A New Zealand firm of manufacturers' representatives desire to have quotations from Canadian exporters of fresh apples and dried and preserved vegetables.

982. **POTATOES.**—Established firm of foodstuffs brokers in Havana, Cuba, would like to form connections with Canadian exporters of potatoes.

983. **PRODUCE.**—Firm of commission agents in Havana, Cuba, specializing in provisions, wish to represent Canadian exporters of potatoes, onions, and beans.

984. **FOODSTUFFS.**—A firm of manufacturers' representatives in New Zealand would like to hear from Canadian exporters of foodstuffs.

985. **PROVISIONS.**—A firm in Hamburg, Germany, with a branch in Smyrna, desire to represent Canadian firms in the food line in Hamburg as well as Smyrna.

986. **CORN STARCH AND CORN MEAL.**—Canadian firms interested in exporting their goods to the Italian market are requested to communicate with a Milan importer of corn starch and corn meal.

987. **WHEAT.**—Canadian exporters of wheat who desire to enter the Mexican market are invited to communicate with the Canadian Trade Commissioner in Mexico City, Apartado Postal No. 126-B, Mexico City, D.F., Mexico.

988. **CEREALS.**—A firm of agents in Milan would like to import wheat, barley, oats, and other cereals from Canada.

Miscellaneous

989. **CASINGS.**—An old-established firm in Hamburg, Germany, desire to buy casings for their own account.

990. **FISH OIL.**—A West of England importing house desires samples and quotations on fish oil from Canadian exporters.

991. **FISH OIL.**—West of England oil broker desires samples and quotations from Canadian exporters of tanked fish oil.

992. **FISH OIL.**—A West of England firm of importers desire samples and quotations from Canadian exporters of tanked fish oil.

993. **FISH MEAL.**—A West of England firm of importers desire samples and quotations of Canadian fish meal with a view to exclusive representation for the West of England.

994. **FISH MEAL.**—A Bristol wholesale house would like samples and quotations of fish meal from Canadian exporters.

995. **FISH MEAL.**—Canadian exporters of fish meal are requested to forward samples and prices to a West of England house.

996. **HOSIERY.**—A Manchester firm of commission agents wish to hear from a Canadian manufacturer of women's silk and artificial silk hosiery with a view to securing representation in the North of England. Samples and delivered prices in sterling requested.

997. **PATENT LEATHER.**—Canadian manufacturers and exporters are requested to communicate with a Leicester firm. Also interested in other leathers, particularly glacé kid.

998. **PAPER.**—A New Zealand firm of manufacturers' representatives desire to hear from Canadian exporters of printing paper, wrapping paper, stationery, toilet paper, and paper hangings.

999. **FRUIT CASES.**—A firm in New Zealand wish to hear from Canadian manufacturers of fruit cases of various sizes. Complete specifications available at department.

1,000. **MAPLE OCTAGONS.**—Belfast firm wish to get in touch with Canadian exporters of maple octagons 24-inch and up long and 7 to 10 inches diameter; 110 tons required; shipment January only.

1001. An active French importer would like to secure quotations on red oak wine casks. Would be in a position to sell large quantities.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To **PLYMOUTH, CHERBOURG AND LONDON.**—Ascania, Aug. 15; Antonia, Aug. 22; Ausonia, Aug. 29; Ascania, Sept. 12—all Cunard Line.

To **LIVERPOOL.**—Doric, Aug. 15; Megantic, Aug. 22; Regina, Aug. 29; Canada, Sept. 5—all White Star-Dominion; Aurania, Aug. 21; Alaunia, Sept. 4—both Anchor-Donaldson.

To **LONDON.**—Batsford, Aug. 15; Bothwell, Aug. 22—both Canadian Pacific; Cornish Point, Aug. 15; Comino, Aug. 29—both Furness, Withy; Canadian Trapper, Aug. 13; Canadian Hunter, Aug. 22; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12—all C.G.M.M.

To **AVONMOUTH.**—Welshman, Aug. 15; Turcoman, Aug. 22; Colonial, Aug. 29; Oxonian, Sept. 5—all White Star-Dominion; Parthenia, Anchor-Donaldson, Aug. 29.

To **HULL.**—Cornish Point, Aug. 15; Comino, Aug. 29—both Furness, Withy.

To **SOUTHAMPTON.**—Melita, Aug. 12; Minaedosa, Aug. 26—both Canadian Pacific.

To **NEWCASTLE AND LEITH.**—Cairmona, Aug. 14; Cairnvalona, Aug. 22—both Thomson Line.

To **MANCHESTER.**—Manchester Regiment, Aug. 13; Manchester Hero, Aug. 20—both Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Mariner, Aug. 14; Canadian Victor, Aug. 28; Canadian Leader, Sept. 11—all C.G.M.M.

To GLASGOW.—Metagama, Canadian Pacific, Aug. 13; Athenia, Aug. 14; Letitia, Aug. 28; Saturnia, Sept. 4; Athenia, Sept. 11—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Lord Antrim, Head Line, Aug. 16.

To St. Kitts, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Volunteer, Aug. 11; Canadian Carrier, Aug. 25; Canadian Runner, Sept. 8—all C.G.M.M.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Aug. 25; Berwyn, Sept. 12—both Canadian Pacific.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Forester, Aug. 19; Canadian Fisher, Sept. 9—both C.G.M.M.

To St. JOHN'S, Nfld.—Canadian Sapper, C.G.M.M., Aug. 14 and Sept. 4.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS. Co., Aug. 19.

To ANTWERP.—Canadian Trapper, Aug. 13; Canadian Hunter, Aug. 22; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12—all C.G.M.M.; Melita, Aug. 12; Minnedosa, Aug. 26—both Canadian Pacific.

To ROTTERDAM.—Hastings County, Aug. 10; Welland County, Aug. 20—both Intercontinental Transports.

To HAVRE.—Essex County, Intercontinental Transports, Aug. 15.

To AUSTRALIAN PORTS.—Canadian Cruiser, C.G.M.M., Aug. 31.

To NEW ZEALAND PORTS.—Kartigi, New Zealand SS. Co., Aug. 20; Canadian Prospector, C.G.M.M., Aug. 25.

To SOUTH AFRICAN PORTS.—Cariboo, Elder Dempster, Aug. 15.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Aug. 23.

To GENOA AND NAPLES.—Valperga, Lloyd Mediterraneo Italian Service, Aug. 21.

To YOKOHAMA AND SHANGHAI (via VANCOUVER).—Canadian Skirmisher, C.G.M.M., Aug. 29.

From Quebec

To LIVERPOOL.—Doric, Aug. 15; Megantic, Aug. 22; Regina, Aug. 29; Canada, Sept. 5—all White Star-Dominion Line; Montroyal, Aug. 14; Montclare, Aug. 28—both Canadian Pacific.

To SOUTHAMPTON.—Empress of France, Aug. 19; Empress of Scotland, Sept. 2—both Canadian Pacific.

To AVONMOUTH.—Welshman, Aug. 15; Turcoman, Aug. 22; Colonial, Aug. 29; Oxonian, Sept. 5—all White Star-Dominion.

To HAMBURG.—Empress of Scotland, Canadian Pacific, Sept. 2.

From Halifax

To LIVERPOOL.—Newfoundland, Aug. 18; Sachem, Sept. 5—both Furness, Withy.

To St. JOHN'S, Nfld.—Newfoundland, Aug. 18; Sachem, Sept. 5—both Furness, Withy.

To BERMUDA, St. Kitts, ANTIGUA, MONTSERRAT, DOMINICA, St. LUCIA, BARBADOS, St. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Teviot, Aug. 14; Chaudiere, Aug. 28; Chaleur, Sept. 11—all R.M.S.P. Co.

To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Aug. 19.

From Vancouver

To YOKOHAMA AND SHANGHAI.—Canadian Importer, C.G.M.M., Sept. 12.

To YOKOHAMA, KOBE AND HONG KONG.—Achilles, Aug. 13; Philoctetes, Sept. 3—both Blue Funnel.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Aug. 20; Empress of Australia, Sept. 3—both Canadian Pacific.

To LONDON.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.; a steamer, Isthmian Line, late August; Canadian Seigneur, C.G.M.M., Sept. 3.

To LIVERPOOL.—Loch Katrine, R.M.S.P. Co., late August; a steamer, Isthmian Line, late August.

To AVONMOUTH.—A steamer, Isthmian Line, late August.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Scottish, C.G.M.M., Aug. 25.

To BORDEAUX, HAVRE AND ANTWERP.—Oklahoma, Aug. 15; Arkansas, Sept. 5—both Cie. Gle. Transatlantique (French Line).

To ANTWERP.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.; Canadian Seigneur, C.G.M.M., Sept. 3.

To ROTTERDAM.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.

To HAMBURG.—Moerdyk, middle August; Dinteldyk, early September—both R.M.S.P. Co.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Aug. 26.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cormack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 500. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France

Hereule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

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Italy

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Mexico

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South Africa

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Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

Commercial Intelligence Journal

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Deputy Minister: F. C. T. O'Hara

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TRADE COMMISSIONER H. A. CHISHOLM'S ITINERARY IN CANADA

Mr. H. A. Chisholm, Canadian Trade Commissioner to India and Ceylon, has begun a tour in Ontario and Quebec in the interests of Canadian trade with these countries. The following is his itinerary as at present arranged:—

Toronto August 12 to 18
St. Catharines August 20
Guelph August 20
Brantford August 21
London August 22 to 24

Woodstock August 25
Hamilton August 26 to 28
Windsor August 29 to 31
Montreal September 1 to 8

Canadian firms who desire to be brought in touch with Mr. Chisholm or to interview him are requested to communicate with the Secretary of the Board of Trade or Chamber of Commerce in any of the above named cities.

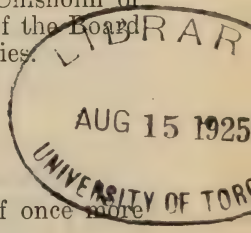
ECONOMIC CONDITIONS IN JAPAN

TRADE COMMISSIONER A. E. BRYAN

Kobe, July 12, 1925.—With the end of June, Japan finds itself once more with an unfavourable trade balance for the first half of 1925.

From January to the end of June, exports from Japan amounted to yen 984,391,000 and imports to yen 1,503,935,000, leaving a surplus of yen 518,544,000 in favour of imports.

Compared with the same period in 1924, imports show an increase of only yen 31,725,000, but exports from Japan advanced by yen 176,485,000. The



unfavourable balance for the first half of 1925 was less by yen 145,760,000 than that recorded during the same months in 1924. It is expected that as usual exports will pick up during the next six months, and that the year will end with perhaps only yen 250,000,000 on the debit side of the ledger, as compared with an unfavourable balance of yen 646,367,419 for the year 1924.

The chief imports and exports during the first half of 1925 have been as follows:—

IMPORTS INTO JAPAN, JANUARY TO JUNE, 1925

	Yen		Yen
Raw cotton	601,070,000	Woollen fabrics	35,033,000
Wool	484,635,000	Woollen yarns	25,872,000
Bean cake	82,834,000	Sugar (raw)	22,542,000
Rice and bran	65,796,000	Sulphate of ammonia	18,033,000
Iron and steel	58,113,000	Hemp	10,620,000
Beans	42,886,000	Petroleum	9,543,000
Lumber	42,494,000	Paper	9,604,000
Wheat	38,178,000	Pulp	7,444,000
Machinery	46,415,000		

Among the articles imported iron probably shows the greatest drop, being yen 78,000,000 less than during the same months in 1924. Machinery imports fell by over 35 per cent or yen 25,900,000 less than purchased during the first half of 1925. Lumber also dropped by yen 43,052,000 or about half of the total reached during the first part of last year. The purchases of raw cotton were particularly large, amounting in the first six months of this year to nearly as much as were imported during the whole of 1924. This is said to be due to very active sales of cotton yarn and cloth to China and other oriental countries. Raw wool purchases were increased by 43.70 per cent or yen 25,728,000 over the previous half year, while woollen fabrics were increased by yen 35,000,000 over this time a year ago.

EXPORTS FROM JAPAN, JANUARY TO JUNE, 1925

	Yen		Yen
Raw silk	334,845,000	Fish	9,353,000
Cotton fabrics	199,647,000	Paper	8,658,000
Silk fabrics	53,718,000	Glass, glassware	8,286,000
Cotton yarn	64,570,000	Steel manufactures	7,495,000
Coal	17,114,000	Machinery	4,667,000
Porcelain	15,224,000	Straw braid	4,859,000
Hosiery	14,492,000	Beans	4,095,000
Refined sugar	13,418,000	Matches	4,197,000
Silk waste	11,150,000	Buttons	4,079,000
Lumber	9,521,000	Toys	4,865,000

Looking over the list of exports, it is seen that, compared with the same months in 1924, silk fabrics decreased by yen 5,040,000 and silk waste by yen 1,284,000. On the other hand, raw silk, Japan's major export, showed an increase amounting to about 26.90 per cent or yen 70,913,000. Cotton cloth exports totalled yen 199,647,000, showing an increase of 30 per cent over the corresponding period of last year. Increases were also recorded in the case of cotton yarn, hosiery, coal, porcelain and refined sugar.

READJUSTMENT STILL PROCEEDS

Comparing the economic situation now with a year ago there seem to be healthier signs, but yet nothing to show that Japan has by any means reached the end of her depression. The Bank of Japan in a report just issued shows that for the first six months of 1925 the total business promotion and capital increase reached yen 296,038,000, the amount of debentures floated totalled yen 151,935,000, reduction of capitalization yen 117,028,000, while business failures and dissolutions amounted to yen 145,080,000. Compared with the figures for the same months last year, capital invested in business promotion, etc., decreased

by yen 533,065,000, indicating that new business enterprises so far this year have been unusually slack. Debentures issued this year have also decreased by yen 176,171,000 as compared with a year ago, showing that business readjustment is gradually improving. On the other hand, in the case of capital reduction, this year has so far witnessed a decrease of yen 54,036,000, while in business dissolutions a decrease of yen 408,955,000 was observed. The report referred to states that the remarkable decrease in the business promotions and capital increase reflects the ebb of business, but on the other hand the decrease in the capitalization and business dissolutions means that the financial readjustment is gradually coming to a close.

Figures showing the investment in business promotions and capital increase for the first half of this year compared with the same months in 1924 are as follows:—

	First Half Year 1925 (Yen)	First Half Year 1924 (Yen)	
Chemical industry	36,395,000	45,777,000	Decreased
Manufacturing industry	41,557,000	48,743,000	"
Traffic and communications	37,750,000	32,378,000	"
Electricity and gas business	28,780,000	100,832,000	"
Natural resources developed	13,977,000	4,027,000	"
Insurance business	4,600,000	2,900,000	"
Warehousing industry	4,324,000	12,682,000	"
Trust and finance business	6,175,000	9,316,000	"
Banking	40,183,000	198,910,000	"
Other enterprises	82,297,000	39,554,000	"
Totals	296,038,000	533,065,400	"

BILLS CLEARED SHOW RECOVERY

During the first half of this year the bills cleared at the leading cities of Japan totalled 16,112,618 in number, valued at yen 39,510,637,110. This amount shows an increase of 1,338,165 bills valued at yen 4,582,395,872 over the same period in 1924.

Despite the general business depression throughout the country, the remarkable increase of bill clearings this year over last shows the rapidity with which the bill transactions have recovered. Before the earthquake Tokyo used to have a monthly total of about yen 3,000,000,000 in bill clearings, but this fell to yen 2,000,000,000 during last year, with the exception of December, when bills cleared totalled yen 3,500,000,000.

This year so far the average monthly bank clearings have totalled yen 6,500,000,000, which is the biggest increase ever known. The way in which bank clearances have recovered lost ground should be at least sufficient to stimulate business and induce a feeling of optimism. If the present trend keeps up, this year's amount of bill clearances will run up to yen 80,000,000,000.

DEPRESSION WORST IN HISTORY

According to a statement issued by the Social Bureau of the Department of Home Affairs a few days ago, there are some 2,000,000 unemployed in Japan—that is, men who have been thrown out of their accustomed line of occupation due to business depression.

The officials fear that a radical movement such as never before has been felt in Japan will result from this unemployment as well as the constant trouble between labour and capital. The depression is more acute in the large cities like Tokyo and Osaka owing to high prices and the falling wage scale. During the first six months of 1925 there was a total of 486 labour disputes in Japan, of which only 68 have so far been settled. One major dispute in an Osaka dyeing factory has been pending now for eleven months and the labourers are still on strike. More than 100,000 workmen are involved in strikes at the present time. These labour disputes arise from the demands of workers for

better conditions of labour, higher wages, etc. According to this report, the purchasing power of the middle classes has fallen off greatly, as shown by the decreased monthly sales in the public markets of Tokyo.

Fortunately for Japan, a great part of her army of unemployed automatically return to the farms from whence they came and in this way are not such a drain on the community as in the case of some other countries in times of industrial unrest.

It is a most noteworthy fact that, although countries in the Far East have been slow to experience labour troubles as compared with Western nations, the tendency for much greater radicalism on the part of workmen out here is very apparent now that industrial unrest is so common in Japan and other Eastern countries.

Yesterday, for instance, after having "gone slow" for three days, more than 2,500 employees of the Shibaura Engineering Works in Tokyo walked out because the management refused to accede to the request of a delegation of workmen that eighteen employees who had been dismissed for good cause be reinstated. The number that went on strike included among them 300 women. In order to show the radical demands the labour element of this country bring forward, it is interesting to note the resolutions passed at a meeting of the strikers: (1) the dismissal of the workers shall be cancelled; (2) no dismissal shall take place hereafter; (3) an eight-hour system shall be effected; (4) nobody shall be made victims of the strike; (5) during the strike wages shall be paid regularly.

It is said that other labour organizations about Tokyo are supporting these strikers, and that if the demands are not met that further walkouts may be the result.

INCREASE IN INVISIBLE ASSETS

According to an investigation made by the Department of Finance recently, the annual amount of remittances by some 540,000 Japanese living in foreign countries now totals yen 52,000,000. Before the war the yearly remittances to Japan from this source used to be only about yen 27,000,000, but after the war when business was booming in all parts of the world remittances increased to as high as yen 70,000,000.

As it is figured that the foreign residents living in Japan only remit some yen 4,000,000 to their respective countries, there remains quite a favourable balance in favour of Japan under this heading.

YEN REMAINS LOW

While the local currency is still quoted at around .41, there seems a slight tendency for the yen to strengthen on the international market due to the fact that the season of surplus exports is about at hand. However, many people are of the opinion that the yen will remain fairly stationary for a few months yet. To begin with, foreign exchange funds held by Japanese banks are at a low ebb, having been consistently reduced by sales of foreign holdings since the beginning of May last in an effort to hold up the yen. Then again prospects for foreign loans do not seem to be any too encouraging, especially in view of the efforts being made by the authorities at home to discourage further borrowings abroad. In the next place, it is almost a sure thing that Japan's unfavourable balance of trade at the end of 1925 will amount to at least yen 250,000,000, and this fact alone is enough to weigh down the international value of Japan's currency on foreign exchange markets.

While the authorities have been making great efforts to bring back the yen to normalcy through strictly enforced measures of economy, and while they were successful in forcing the value of the yen up to .40 and have held it there for several months, there are many who think that it will be sometime yet before the yen will be worth 49 cents—indeed there are some who think that it will depreciate further before getting better.

MARKET IN ARGENTINA FOR NEWSPRINT AND OTHER PAPERS

TRADE COMMISSIONER E. L. McCOLL

Buenos Aires, July 16, 1925.—The importation of newsprint into Argentina has increased from 43,363 tons in 1919 to 68,360 tons for 1924. Germany recommenced exporting immediately after the war and her share of this market has rapidly increased until she has now about 84 per cent of the trade, her exports to Argentina being 57,792 tons for 1924. Finland supplied 5½ per cent of the imports, while Austria, Italy, Norway and the United States accounted for 8½ per cent between them.

A recent Customs House decree states that newsprint to be imported as such must weigh between 45 grammes and 60 grammes, inclusive, per square metre. If an examination by the Customs officials disclosed the fact that the paper did not come within the specified weights, it would not be allowed to enter as newsprint and high duties would require to be paid as well as fines for an erroneous declaration.

Probably 75 per cent of the sheet news imported weighs 46½ grammes, the remainder weighing 50-52 grammes. Sheet news is not shown separately in the statistics from newsprint in rolls, but a rough estimate places the quantity imported at 10 per cent of the total. Sheet news of 46½ grammes to the square metre was sold at the beginning of 1924 at £16 5s., gradually rising to £18 5s. by the end of the year. One recent price for July-August delivery was £18 15s. These quotations are c.i.f. Buenos Aires, including interest, etc., for thirty days sight draft on the buyer, and a commission of 1 per cent to the agents. Sheet news is shipped in hydraulically pressed bales of not more than 200 kilos. Each bale is ream-wrapped in various ream-counts, substantially covered with strong waterproof paper, protected on the top and bottom by full boards, and bound with wire or steel tape. The following sizes (in centimetres) are those most in demand: 52 x 72, 58 x 81, 62 x 84, 64 x 90, 72 x 104, 74 x 110, 81 x 116.

The imports of writing and book paper for 1924 amounted to 4,992 tons and 18,085 tons respectively. The former showed a diminution of 609 tons below the amount imported the previous year, while the book or ledger paper showed an increase of 461 tons. Germany supplied 67 per cent of the writing paper imported, Sweden coming second with 384 tons, or about 8 per cent. The United States supplied approximately 1½ per cent. Germany was again to the front with blank book paper, supplying 80 per cent of the imports, while Holland came second with 4 per cent. The United States supplied 2.8 per cent of the imports.

THE QUESTION OF MARKETING

Canadian manufacturers will find it very difficult to introduce papers where the clientele is numerous on a purely commission basis. Foreign paper manufacturers are assisting their agents with propaganda and it would seem, from a careful investigation which has been made, as if Canadian firms would require to do something along the same line until the agents' commissions were sufficient to carry the overhead. Some foreign manufacturers keep a supply of paper on hand at one, two or more prominent wholesale houses and the agent circularizes retailers and consumers periodically, sometimes as often as once a month, with a complete range of samples and well written, artistically presented propaganda. The mail advertising sent out in some cases is of a very elaborate and consequently expensive nature. Some manufacturers pay the full bill for consumer advertising, or in other words, subscribe completely to the cost of introducing their name and goods to the consuming public.

In the case of writing papers, the agent would probably confine himself to approximately one hundred retail office supply stores, which should be covered

by fortnightly visits. No one man could work such a proposition effectively and handle all its detail and correspondence at the same time. Most visits and quotations have to be confirmed by mail and when it is taken into consideration that the average business allows a very small commission, from which overheads must be deducted, and when, moreover, it is known that the first year will net very little business, it will readily be seen that the work is out of all proportion to the net gains and that the paper business without financial support from the principals, at least at the commencement, is not an alluring proposition. These are the views with which the writer is generally confronted when seeking an agent, and when it is known that other foreign manufacturers do assist their representatives, Canadian exporters will easily appreciate the fact that, while there is a large consumption of foreign paper in Argentina, it is not going to be an easy matter to gain a just share of the market unless a prospective agent is offered some assistance along the lines indicated.

It is argued that it is the business of the manufacturer to invest in the success of his own future in a given market. In many cases where the agent has been enthusiastic enough to do this, he has seen his investment in the future wiped out by the agency being transferred to another person, or by the manufacturer deciding to withdraw from the market as the year's production had been sold more profitably in other countries, or for some other reason. Therefore, the agent is naturally guarding his own interests when he insists that the manufacturer should himself pay the expenses of obtaining a foothold in Argentina. When the exporter has laid out a considerable sum of money to establish his products in a given market he is not going to withdraw without a very good reason.

IMPORTS OF PAPER INTO ARGENTINA, 1921-24

	1921	1922	1923	1924
<i>Newsprint—</i>				
Germany .. .. .Tons	28,095	39,792	49,514	57,792
Finland"	2,613	3,518	3,147	3,837
United States"	5,057	8,716	98	1,321
Total"	41,696	63,188	62,263	68,360
<i>Writing Paper—</i>				
Germany"	1,381	2,469	2,937	3,361
Sweden"	73	283	410	384
United States"	1,085	297	256	72
Total"	8,993	5,030	5,602	2,992
<i>Printing and Book Paper—</i>				
Germany"	5,581	7,032	12,595	14,441
Holland"	257	372	428	768
United States"	3,370	969	953	517
Total"	11,245	10,596	17,624	18,085
<i>Wrapping Paper—</i>				
Germany"	818	1,306	1,562	1,407
Sweden"	302	567	1,005	880
United States"	528	200	124	145
Total"	2,390	2,794	3,667	3,505
<i>Wallpaper—</i>				
Germany"	378	651	852	803
United Kingdom"	313	154	243	159
France"	64	21	100	145
United States"	33	26	11	20
Total"	962	903	1,247	1,177
<i>Cardboard—</i>				
Germany"	2,015	3,260	3,732	6,084
Holland"	2,097	2,482	2,874	2,021
United States"	750	939	556	457
Total"	8,239	10,570	11,940	13,179
<i>Paperboard—</i>				
Germany"	206	509	640	647
Holland"	99	81	39	141
United States"	146	48	24	3
Total"	613	767	943	962

IMPORTS OF PAPER INTO ARGENTINA, 1921-24—*Cont'd.*

<i>Carbon Paper—</i>				
United Kingdom	"	13	11	17
United States	"	12	12	21
Germany	"	3	9	15
Total	"	34	34	56
<i>Hygienic Paper—</i>				
United States	"	88	304	130
Germany	"	36	54	64
United Kingdom	"	26	16	26
Total	"	158	383	233
<i>Tissue Paper—</i>				
Germany	"	48	173	113
Norway	"	17	27	52
United States	"	52	4	6
Total	"	197	349	258
<i>Blotting Paper—</i>				
United States	"	88	152	235
Germany	"	52	161	166
United Kingdom	"	29	20	9
Total	"	197	355	455
<i>Cigarette Paper—</i>				
Spain	"	356	360	356
France	"	76	96	89
United States	"	1	..	..
Total	"	412	494	562

CANADIAN EXPORTS TO ARGENTINA, 1923-25

Argentine statistics of imports of paper products from Canada are almost nil, probably owing to the fact that many Canadian shipments coming through the United States are credited with United States origin. Canadian statistics of exports of paper to Argentina for the years ending March 31, 1923, 1924 and 1925, are as under:—

Canadian Exports to Argentina	Year ending March 31		
	1923	1924	1925
Paperboard	\$ 8,138	38,515	30,381
Newsprint paper	Cwt. 32,406	....	107,028
	\$ 114,801	....	355,090
Wallpaper	Roll	16,630	6,198
	\$	3,149	1,068

MARKET FOR PILCHARD OIL AND FISH MEAL IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, July 24, 1925.—Liverpool is an important centre in the fish oil and meal trade, and there is a good demand in this part of England for Canadian pilchard oil and fish meal if competitive prices can be met.

FISH OIL

There are several types of fish oils imported into Liverpool and they are all used for a great many different purposes. The chief demand for pilchard oil is in the soap and paint industries. At present there is very little of this type of oil manufactured in England, although a small amount has been produced on the South Coast. The main sources of supply are Japan, Spain and Norway. Formerly another oil known as "Manhattan," from the Atlantic coast of the United States, was an important competitor, but in recent years has not been on this market to as great an extent. This American oil, which is of very good quality when available, commands a higher price than the Japanese or Spanish product. The chief output of Norway is herring oil, the

quality of which varies a great deal according to the different grades offered. Higher-grade oils are also used in the soap trades, when the harder types of soap are required, and in this class are cod and whale oil. The latter is now used considerably by industries turning out edible foods such as margarine, etc., and it brings a much better price than pilchard oil.

The Japanese product is of rather a low grade but is, on the whole, very uniform in quality, and importers are able to sell for forward delivery on the basis of samples and analysis. On the other hand, it is claimed that Spanish sardine oil, a similar product, is not dependable in quality and that the element of risk renders sales difficult and makes for lower prices.

For the soap trade, the saponifiable content of the oil is very important, and in the opinion of one interested importer the proportion should not be less than 99 per cent on the average. It is also important that the fatty acid content be kept very low, a maximum of 6 per cent being suggested. When 7 per cent fatty acid is found, the importer is allowed a rebate by the shipper.

Shipment is usually made in wooden barrels of the best quality obtainable or in drums containing a net weight of 400 pounds, and exporters generally have to guarantee the buyers against leakage in transit.

Sales are made on the basis of analysis statement and samples, and quotations are given in long tons. Recent prices for Japanese fish oil have been from £28 to £32 10s. per ton, c.i.f. Liverpool.

FISH MEAL

While the greater proportion of the fish meal used in this country for stock-feeding purposes is obtained from the large East Coast factories, there is undoubtedly a steady and growing demand for imported meal as, with the possible exception of the summer months, the supply is usually short of requirements. From inquiries made, Canadian fish meal should find a ready sale if competitive prices and market requirements can be met. The use of fish meal as a stock food, particularly for hog and poultry feeding, has become very popular in recent years, but it is necessary that the meal contain ingredients in the proper proportion, in order to avoid deteriorating the meat value of the animal. Some farmers have adopted the practice of cutting off the supply of fish meal a month before slaughtering, in order to overcome any trace of rancid flavouring. It is important that this meal have as low an oil content as possible—approximately 4 per cent. It must also be very finely ground, and of good light colour, and should contain at least a minimum of 60 per cent albuminoids. The necessity of keeping down the salt content has been emphasized. Not more than 3 per cent salt should be allowed. The best meal obtained in this country is from a white-fleshed fish, as distinct from the darker varieties which are used more for fertilizing purposes. The necessity of fish meal being of first-class quality was emphasized by all the dealers interviewed, it being claimed that great objection has been made to hogs that have been fed on a poor grade of meal.

Average prices at present are in the neighbourhood of £15 10s. to £16 per long ton in bags c.i.f. Liverpool.

There is a fair demand for a lower-grade fish meal as a fertilizer known as fish guano, but the demand is relatively small except during part of the winter months, and all the large fishing ports contribute to this demand as in the case of fish meal for feeding.

The prospects for a Canadian product to share this trade are not so promising as in the oil or higher grade meals, as the demand is not large except from February to the end of April, and the domestic supplies are usually quite adequate to meet requirements.

Fish guano should not contain over 8 per cent oil, and of course should be high in nitrogen content. Average prices are around £10 per long ton in bags c.i.f. Liverpool.

Liverpool, is one of the most important distributing centres in the United Kingdom for both fish oil and fish meal, and any interested Canadian firms are invited to communicate with this office, when they will be put in touch with importers. When writing, samples, analysis and c.i.f. prices are specially requested. Attention is also drawn to Trade Inquiries appearing in this issue, page 179.

MARKET FOR POULTRY FEATHERS IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, July 20, 1925.—While most of the feathers used in this country for upholstery and bedding purposes are of domestic origin, there is a certain demand for imported supplies. White and grey goose, duck, and ordinary chicken or hen feathers are all in demand.

The best quality of imported duck feather comes from China, and it is not considered likely that Canadian firms can compete against supplies from this source or from Ireland and Denmark. In view of the demand in Canada and the United States, it is also doubtful if Canadian goose feathers would find a profitable outlet in this market.

Regarding chicken or hen feathers, however, there seems no good reason why Canada should not secure part of this trade which is at present shared chiefly by the United States, Japan, China, and Ireland. The American feathers are considered of similar quality to the domestic variety and superior to the Japanese, which are, in turn, better than the Chinese.

There are only a few firms in England who interest themselves in securing imported feathers, and of course the largest demand exists in the London area, where the bedding and furniture trades are chiefly located. At the same time, two importers of feathers in Liverpool have expressed an interest in the possibility of establishing connections with Canadian firms. The importers referred to are known as purifiers, who buy up supplies of raw feathers and put them through a process which renders them suitable for use in upholstery and bedding, and they then sell to manufacturing firms engaged in these trades.

Chicken feathers are, of course, much cheaper than duck or goose, and therefore are in good demand at a time when the consuming public is looking for goods on a price rather than a quality basis.

Prices are quoted per pound c.i.f. United Kingdom port. China duck feathers have been averaging from 1s. 2d. (28 cents cents to 36 cents). American Prime Western chicken body feathers have been imported recently at 8 $\frac{3}{4}$ cents and No. 2 quality from the same source at 8 $\frac{1}{4}$ cents. Chinese chicken feathers have averaged around 6 $\frac{1}{2}$ cents with Japanese slightly higher.

The American feathers come to this market in press packed bales covered with hessian wrapping and are wired or hooped. They are sold gross for nett, but if inside bags are used in addition, the importer pays only for the weight of the outside covering. Shipments are made in 200-pound bales and up, some running as high as 500 pounds.

It is important to note that the feathers must be thoroughly dried before shipment, as the quality suffers a great deal if they become clotted. They must also be clean and free from quills and odour. Long quill feathers from the wings and tails of birds are useless and add to the freight cost. American feathers are liked because they are cleaner and larger, on the average, than either the Chinese or Japanese.

The above remarks apply to American feathers with the exception of what are described as "New York" or "Kosher" feathers secured from among the Jewish communities. These feathers, which are cheap, are not wanted by

either of the Liverpool firms interviewed, as they are not easily purified owing to the manner in which they are secured. The main objection is that the flesh is left adhering to the ends of the feathers, and, even if saleable at all, they bring a price 25 per cent lower than the first-grade American fine poultry variety.

The demand for feathers is not what might be termed a seasonal one, although more are sold by the purifiers to their customers in the winter months. The English supply of raw feathers is scarcest from May till November.

Before business can be entertained it will be necessary to furnish the importers with samples. It should also be pointed out that, while the usual terms of cash against documents are customary, in arranging for supplies from a new connection the importer will in all probability stipulate that he be allowed to inspect the goods on the quay before taking up the documents. To avoid misunderstanding, when submitting quotations, it should be noted that the term "poultry feathers" is applied by the trade in this country solely to chicken feathers.

Any Canadian firms interested are invited to communicate with this office and are requested to furnish samples and c.i.f. prices per pound. Attention is drawn to Trade Inquiries published in this issue (p. 180.)

INQUIRIES FOR HORSE HAIR AND HOG HAIR IN LIVERPOOL

Mr. Harry A. Scott, Assistant Trade Commissioner in Liverpool, writes under date July 21, 1925, that inquiries for Canadian horse hair have been received from two Liverpool firms who use this product for turning out curled hair. One of the importers referred to has had experience with Canadian horse hair in the past, and found it to be, on the whole, of very good quality. What is required is tail and mane hair in assorted colours "as gathered", meaning the hair in its natural state.

Hog hair is also in demand, and shipments made from Canada some time ago to one of these firms were found to be quite satisfactory. An average price for what is known as crude hog hair with skin on was recently around 32s. per cwt. c.i.f. Liverpool. Cured hog hair has been quoted at 54s. to 56s. per cwt., delivered to importers warehouse by United States shippers. This last quotation is for hair taken from winter killed hogs, and such hair brings a higher price than that taken from animals slaughtered in the summer season.

In the case of both hog and horse hair it is necessary that they be thoroughly cleaned and dried, and shippers must quote c.i.f. Liverpool prices.

Attention is directed to trade inquiries published in this issue, page 180.

VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, July 8, 1925.—In sequence to the numerous reports from this office which have appeared in previous numbers of the *Commercial Intelligence Journal*, relative to the large quantities of electrical equipment required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are now advised that further tenders are being invited for the manufacture, testing, supply and delivery in every way complete and maintenance of paper insulated, lead covered and steel wire armoured cable.

Particulars of the requirements are briefly outlined thus:—

SPECIFICATION No. 25/62

Item 1.—0.5 miles of 0.25 sq. in. 3 core, 6,600 volt cable.

Item 2.—13 miles of 0.1 sq. in., 3 core, 6,600 volt cable.

Item 3.—1 mile of 0.0225 sq. in., 3 core, 6,600 volt cable.

Item 4.—5 miles of 4 core, 6,600 volt cable with two cores each 0.25 sq. in. and two cores each 0.125 sq. in.

Item 5.—1 mile of 4 core, 660 volt cable with 3 cores each 0.10 sq. in. and 1 core 0.06 sq. in.

Item 6.—1 mile of 4 core, 660 volt cable with 3 cores each 0.06 sq. in. and one core 0.0225 sq. in.

Date of Closing of Tenders.—Tenders—on the prescribed form—should be addressed as first-class mail matter to the Secretary of the State Electricity Commission of Victoria, 22-32 William Street, Melbourne, Australia, in time to reach their destination on or before November 9, 1925.

Charges for Specifications.—The specification covering the requirements, and appended contract forms, may be inspected at, and copies obtained from the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

The Electricity Commission makes a charge of £1 (\$4.87) for a set of three copies of the specification, and for each additional copy a charge of 10s. (\$2.43). The first fee is returnable upon receipt of a bona fide tender, but that for extra copies is not.

Deposits on Tenders Payable in Canada.—As in the case of previous specifications, to facilitate the interests of Canadian tenderers, the Electricity Commission has arranged with the Department of Trade and Commerce, Ottawa, that the amount of the preliminary deposit required to be deposited with each tender can be made in Canada. The deposits are to be paid to the Accountant of the Department of Trade and Commerce, Ottawa, and his official receipt only need be forwarded with the tender to Melbourne. The sum required to be so deposited in this instance is £100 (\$486.65).

The elimination of the more circuitous methods of deposits being sent to Australia, and possibly being returned to Canada, makes the payment in Canada a convenience alike to the Commission and the tenderers.

DELAY IN ARRIVAL OF DOCUMENTS IN SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER R. S. O'MEARA

Cape Town, July 8, 1925.—Importers continue to complain that they are forced to clear shipments on banker's guarantee because documents have not reached the bank at the time of arrival of the carrying steamer.

As the Elder Dempster ships from Montreal make the run in thirty days, and have been known to do it in three days less than that, the delay is inevitable if documents go forward by mail to England leaving after the direct boat has sailed for Cape Town.

Where goods are sold on sight or credit terms for collection of the draft through a bank in South Africa, there is no need for the documents to go to England, or even to be routed through England by the ordinary letter mail. In a good many cases co-operation between shippers, steamship company and bank will ensure that the papers are in order in time to come forward on the carrying steamer, addressed to the consignee, or the bank, as the case may be. Shippers should ask the banks if at all possible to forward documents this way, posting them in time for the carrying steamer marked "via direct mail," or handling them, stamped with Canadian stamps, to the steamship company.

CHINESE TRADE MARKS

With reference to the report in *Commercial Intelligence Journal* No. 1114 (June 6, 1925, page 546), on the Chinese Trade Marks Law, Mr. L. M. Cosgrave, Canadian Trade Commissioner at Shanghai, writes that the period for registering trade marks under clause 4 of the Trade Marks Law has been extended to December 31, 1925. This refers to trade marks which have been in continuous use in China for five years, and which, upon application, are registered immediately, if the application is found in order by the Bureau; whereas, with new registrations, a trade mark is not registered until after the lapse of six months from date of application, and is subject to protest during that time.

FOREIGN TRADE OF MEXICO

V

Imports of Textiles

TRADE COMMISSIONER C. NOEL WILDE

[All values are given in Mexican pesos, the par value of which is 49.85 cents Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

The imports of textiles, textile materials, and manufactures thereof for the three years selected for purposes of illustration, are subdivided as follows:

	1910-11	1919	1924
Cotton.. . . .	\$14,125,911	\$22,904,857	\$26,865,068
Linen, hemp, jute, etc.	1,340,443	1,027,652	2,157,339
Wool.. . . .	4,891,798	4,066,014	6,250,364
Silk and mixtures containing silk	3,963,200	3,458,514	3,962,220
Artificial silk.. . . .	318,917	487,221	4,908,466
	<hr/> \$24,640,269	<hr/> \$31,944,256	<hr/> \$44,143,457

Cotton.—1910-11, \$14,125,911; 1919, \$22,904,857; 1924, \$26,865,068.

In spite of an extensive local industry, the imports of cotton in the form of thread, piece goods, and finished articles, continue to increase. Among the largest items included in this classification are the following, the value given representing the imports for the year 1924: sewing cotton, \$4,227,882 (the principal source of supply is Great Britain, which accounts for 90 per cent of the total.) Cotton tissues, plain weave, unbleached or bleached, \$2,725,368, also principally from Great Britain, with the United States, Germany, France, Switzerland and many other countries appearing in varying degrees. Cotton tissues, coloured, printed or dyed, plain weave, \$5,700,015. (The business is fairly evenly divided between Great Britain and the United States.) Cotton tissues of other than plain weave, \$4,800,804. (The principal source of supply is Great Britain, but the United States, Spain, France, Belgium, Italy and Switzerland are also large exporters.) Socks and stockings, \$1,909,278, from the United States and Germany. Other countries figure to a negligible extent only. Collars and cuffs, \$299,421, practically all from the United States. Handkerchiefs, \$878,410, from Great Britain (75 per cent), the United States (11 per cent) and Switzerland.

Numerous other items appear in the classifications, of which may be mentioned rope and twine (\$157,645), lace (\$856,439), sacks and bags (\$556,997), underwear, ready-made clothing, corsets, suspenders, belts, neckties, umbrellas and shawls. In general, the countries of origin are similar to those already mentioned, Great Britain and the United States having the largest share of the trade.

Linen, Hemp, Jute, etc.—1910-11, \$1,340,443; 1919, \$1,027,652; 1924, \$2,157,339. The most important single item in the above is for sacks and bags, usually made of jute and similar fibres; these were imported in 1924 to the value of \$1,181,775, of which 70 per cent came from the United States and 25 per cent from British India. Various kinds of thread, yarn, and cord were imported in the same year to the value of \$218,717, and tissues to the value of \$555,845, the countries of origin being principally Great Britain, France, the United States, Belgium and Switzerland.

Of manufactured products, carpets and rugs were imported in 1924 to the value of \$78,590, handkerchiefs to the value of \$37,349, and the balance is made up of numerous small items (principally wearing apparel).

It will be seen that the imports of linen goods are comparatively small, and they appear likely to decrease in future on account of the competition of cotton, and, it may be added, of artificial silk in certain lines.

Wool.—1910-11, \$4,891,798; 1919, \$4,066,014; 1924, \$6,250,364.

It will be seen that the imports of woollen goods are also relatively of small value; this is due partly to the nature of the climate, which renders woollen clothing largely unnecessary, and partly to the comparative cheapness of cotton, which fulfils all the requirements of the majority of the population. The largest single item under this heading is that of woollen tissues (piece goods) which accounts for the following: 1910-11, 573 tons (\$3,386,542); 1919, 173 tons (\$2,614,900); 1924, 281 tons (\$3,002,716). These figures clearly indicate the increased price and reduced demand during recent years. France is the largest exporter, closely followed by Great Britain; other countries have a comparatively small share of the business.

Of manufactured goods, carpets were imported in 1924 to the value of \$547,938, principally from Great Britain and France; this item deserves greater attention on the part of Canadian manufacturers than it has hitherto received. Knitted goods account for \$1,016,622, and felt for \$267,788 (of which \$55,653 is credited to Canada). Ready-made clothing was imported to the value of \$856,286, mostly from the United States and France, and the balance is made up of many small items, such as ribbon, belts, neckties, corsets, shawls, etc.

Silk and Mixtures Containing Silk.—1910-11, \$3,963,200; 1919, \$3,458,514; 1924, \$3,962,220. Of the above, by far the most important item is silk tissues (either pure or mixed), which accounts for the following values: 1910-11, \$1,856,674; 1919, \$2,194,109; 1924, \$2,228,878. The United States, France, Great Britain and Japan are the principal sources of supply, France providing the finest quality. Sewing silk was imported in 1924 to the value of \$200,212, seventy per cent of this coming from the United States.

Manufactured silk goods consist principally of hosiery, women's clothing, ties, belts, ribbons, umbrellas, and parasols, but these are not classified in the statistics in such a manner as to give a clear idea of their relative importance; their total value for the year 1924 was \$1,505,210, France being the principal source of supply, followed by the United States and Great Britain.

Artificial Silk.—1910-11, \$318,917; 1919, \$487,221; 1924, \$4,908,466.

The phenomenal development of the artificial silk industry during the past five years is clearly reflected in the above figures. In general, the imports follow closely those of natural silk, as detailed above, but in view of the possibility of Canadian manufacturers entering the market, and the probable increase of trade in the future, it appears desirable to provide a further analysis as follows:—

	1910-11	1919	1924
Tissues (piece goods)	\$ 52,533	\$118,386	\$1,428,371
Knitted goods	—	76,364	1,046,016
Ribbons, etc.	108,061	45,767	981,380
Socks and stockings	69	141,390	722,845
Thread, sewing	1,839	18,055	209,103
Laces	132,572	17,902	151,902
Elastic	14,322	13,712	87,441
Neckties	2,350	36,693	66,552
Garters and suspenders	395	(x)	49,874
Umbrellas and parasols	66	(x)	12,345
Ready-made clothes	776	2,313	15,263
Cord	678	4,235	11,910
Underwear	3,432	4,812	6,390
Suit lengths	690	(x)	32
Curtains, bedspreads, etc.	1,071	(x)	(x)
Cuffs, collars, etc.	34	1,766	633
Sundry, unspecified	29	5,826	117,409
	<u>\$318,917</u>	<u>\$487,221</u>	<u>\$4,908,466</u>

(x) Not separately classified.

Of the more important items mentioned in the above, sewing thread comes principally from the United States (40 per cent), Germany (30 per cent). France (10 per cent) and Switzerland (8 per cent). Lacework comes from Germany, Great Britain, United States, and France. Piece goods are imported from the United States, Great Britain and France, the two last mentioned having increased their trade rapidly during the past year. Knitted goods are imported from the United States and France, and socks and stockings practically all from the United States. Ribbons (which include trimmings of various kinds) are imported principally from Switzerland (50 per cent), France (25 per cent) and Germany (20 per cent). The remainder of the items, which are of minor importance, are distributed in varying proportions between the countries named, France and Switzerland supplying, as a rule, the highest quality, but the United States having the bulk of the trade. At present, Canada does not appear in the statistics, but there are several items which merit attention, and it is known that orders have already been placed on a small scale.

INTERNATIONAL EXHIBITION IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, July 24, 1925.—In commemoration of the six hundredth anniversary of the founding of the city, an International Exhibition ("Feria Internacional") of samples, raw materials and manufactures, will be held in Mexico City from 30th October to the 30th of November of the present year.

The site selected for the Exhibition is a park known as "The Alameda," occupying an area of some twenty-five acres, in the centre of the city, and within a few minutes' walk of the business district and the principal hotels. The Committee of Management consists of the Executive President of the National Railways, the Secretary of Foreign Affairs, and others prominent in the official and commercial life of the country; in addition, the list of patrons includes members of the foreign diplomatic corps, and consular staffs, together with the presidents of all local Chambers of Commerce.

The existing features of the Alameda (which is of great natural beauty) will be retained throughout the period of the exhibition, but all available space has been divided into lots which will be rented as sites for the erection of booths or other buildings by intending exhibitors.

The area of these lots, of which there are 243 in all, varies from 13 square metres (16 square yards) upwards, the largest being some 1,190 square metres (nearly 1,500 square yards) in extent. The charge for rental for the period

of the exhibition varies from \$16 to \$27 Mexican currency per square metre (approximately from \$6.50 to \$11, Canadian currency, per square yard) in accordance with location. Suitable buildings must be erected at the expense of the exhibitors, and the average cost of these is estimated to be \$20 Mexican currency per square meter of ground occupied (say \$8 Canadian currency per square yard).

With the object of encouraging the display of foreign products, all goods intended for exhibition will be admitted free of duty; articles intended for sale, however, will be subject to the ordinary tariffs. In addition, reduced freights have been granted by the National Railways and by certain steamship companies whose vessels touch at Mexican ports.

Plans of the Exhibition, together with folders, may be obtained on application to the Department of Trade and Commerce, Ottawa. These are printed in Spanish, but English and French editions are now being prepared, and will be available at an early date.

Further particulars may be obtained on application to the following address: Senor Gerente, Feria Internacional, Ciudad de México, Apartado Postal No. 24-14, México, D.F., México, to any Mexican Consul in foreign countries, or to the Canadian Government Trade Commissioner in Mexico City.

CONDENSED MILK REGULATIONS FOR NORTHERN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, July 27, 1925.—The Ministry of Home Affairs of Northern Ireland have issued The Public Health (Condensed Milk) Regulations, dated July 16, 1925, for the information of all concerned. The Regulations are too long to be quoted in full, but the parts which are essential for the information of manufacturers in Canada who are doing business with that country are as follows:—

Part 1

"Condensed milk" means milk or skimmed milk which has been concentrated by the removal of part of its water, whether with or without the addition of sugar, and includes the article commonly known as "evaporated milk" but does not include the article commonly known as "dried milk" or "milk powder".

"Skimmed milk" includes separated or machine-skimmed milk.

"Gross weight" of a tin or other receptacle means the weight of the tin or other receptacle and of its contents. Percentages shall be calculated by weight.

Part 2

No person shall sell or expose for sale or deposit in any place for the purpose of sale, or despatch or deliver to any purchaser, broker or agent any condensed milk intended for human consumption unless the condensed milk

(1) is contained in a tin or other receptacle which is labelled in the manner prescribed in the First Schedule to these Regulations; and

(2) contains not less than the appropriate percentages of milk fat and milk solids as specified in the Second Schedule to these Regulations:

Provided that

(a) The provisions of this Article shall not apply in any case where the condensed milk is intended to be exported, or is contained in a tin or other receptacle whose gross weight exceeds five pounds; and

(b) Where in any public refreshment room, restaurant, shop or other public premises condensed milk is delivered to a purchaser or other person for consumption on the premises, the receptacle containing the condensed milk shall not be required to be labelled in the manner prescribed by these regulations.

THE FIRST SCHEDULE

Rules with respect to the Labelling of Condensed Milk

1. Every tin or other receptacle containing condensed milk shall bear a label upon which is printed such one of the following declarations as may be applicable or such other declaration substantially to the like effect as may be allowed by the Ministry:—

(i) In the case of full cream milk (unsweetened):—

**CONDENSED FULL CREAM MILK,
UNSWEETENED**

**THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF MILK**

(ii) In the case of full cream milk (sweetened):—

**CONDENSED FULL CREAM MILK,
SWEETENED**

**THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF MILK, WITH SUGAR ADDED**

(iii) In the case of skimmed milk (unsweetened):—

**CONDENSED MACHINE-SKIMMED
MILK [or CONDENSED SKIMMED
MILK], UNSWEETENED**

UNFIT FOR BABIES

**THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF SKIMMED MILK**

(iv) In the case of skimmed milk (sweetened):—

**CONDENSED MACHINE-SKIMMED
MILK [or CONDENSED SKIMMED
MILK], SWEETENED**

UNFIT FOR BABIES

**THIS TIN CONTAINS THE EQUIVALENT OF
(a) PINTS OF SKIMMED MILK, WITH SUGAR ADDED**

2. The declaration shall in each case be completed by inserting at (a) the appropriate number in words and figures, *e.g.*, "one and a half ($1\frac{1}{2}$)," any fraction being expressed as eighths, quarters or a half.

For the purposes of these Rules milk means milk which contains not less than 12.4 per cent of milk solids (including not less than 3.6 per cent of milk fat) and skimmed milk means milk which contains not less than 9 per cent of milk solids other than milk fat.

3. The prescribed declaration shall be printed in dark block type upon a light coloured ground within a surrounding line and no other matter shall be printed within such surrounding line. The type to be used for the last sentence of the declarations set out above shall be not less than one-eighth of an inch in height (or if the gross weight of the tin or other receptacle does not exceed twelve ounces, one-sixteenth of an inch in height), and that

to be used for the remainder of the said declarations shall be not less than one-quarter of an inch in height (or if the gross weight of the tin or other receptacle does not exceed twelve ounces, one-eighth of an inch in height).

4. The label shall in addition bear the name and address of the manufacturer of the condensed milk or of the dealer or merchant in Northern Ireland for whom it is manufactured.

5. The label shall be securely affixed to the tin or other receptacle so as to be clearly visible. If there is attached to the tin or other receptacle a label bearing the name, trademark, or design representing the brand of the condensed milk, the prescribed declaration shall be printed as part of such label.

6. There shall not be placed on any tin or other receptacle containing condensed milk—
(a) any comment on, explanation of, or reference to either the statement of equivalence contained in the prescribed declaration or the words "machine skimmed," "skimmed," or "unfit for babies"; or

(b) any instructions as to dilution, unless either—

- (i) the fluid produced in accordance with such instructions would contain not less milk fat and not less milk solids than milk or skimmed milk as defined in Rules of this Schedule as the case may require, or
- (ii) such instructions clearly specify that the fluid so produced is not of equivalent composition to milk or skimmed milk as the case may be.

7. Wherever the word "Milk" appears on the label of a tin or other receptacle of condensed skimmed milk as the description or part of the description of the contents, it shall be immediately preceded or followed by the word "Machine-skimmed" or "Skimmed" as the case may require.

THE SECOND SCHEDULE

All condensed milk shall contain not less than the appropriate percentages of milk fat and milk solids as specified in the following table:—

Description of Condensed Milk	Percentage of milk fat.	Percentage of all milk solids, including fat.
1 Full cream, unsweetened	9.0	31.0
2 Full cream, sweetened	9.0	31.0
3 Skimmed, unsweetened .. . . .	..	20.0
4 Skimmed, sweetened .. . . .	..	26.0

Above regulations come into force on August 1, 1925.

ALTERATIONS IN UNITED KINGDOM CUSTOMS TARIFF

TRADE COMMISSIONER HARRISON WATSON

London, July 24, 1925.—There was published in *Commercial Intelligence Journal* No. 1110 (May 9, 1925) a cable despatch from the High Commissioner, enumerating the tariff changes which were proposed by the Chancellor of the Exchequer in introducing the current budget.

These changes comprise alterations and additions to existing Imperial Preferential duties, the restoration of the McKenna duties on luxuries, and the imposition of a scale of duties (both Customs and Excise) on silk and artificial silk. All these proposals have now received the approval of Parliament, with the exception that drastic alterations have been made in the schedule of silk duties originally proposed.

Since the introduction of the budget, an import duty has been placed upon lace and embroidery under the Safeguarding of Industries regulations. Interim memoranda have been published by the Customs announcing the adoption of the various resolutions as they passed through Parliament, but none of these resolutions, however, actually become law until the Finance Act receives Royal assent.

Advantage is therefore taken of the publication of the Finance Act to set forth below any alternative from, or additions to, the original proposals as published in the *Commercial Intelligence Journal* of May 9:—

Article	Amount of Duty	Preferential Rates
Silk:—		
Cocoons and waste of all kinds:		
Undischarged, the pound.....	1s.	Five-sixths of full rate
Wholly or in part discharged other than noils, the pound.....	3s.	
Noils, the pound.....	1s.	
Raw:		
Undischarged, the pound.....	3s.	"
Wholly or in part discharged, the pound.....	4s. 4d.	"
Yarn:		
Undischarged, the pound.....	4s. 8d.	"
Wholly or in part discharged: not being noil yarn, the pound.....	6s. 8d.	"
noil yarn, the pound.....	1s. 5d.	"
Tissues:		
Undischarged, the pound.....	5s. 3d.	"
Wholly or in part discharged:		
noil tissue, the pound.....	1s. 7d.	"
tissue known as habutai not dyed or printed, the pound.....	6s. 6d.	"
other tissues, the pound.....	7s. 9d.	"
Artificial silk:—		
Waste, the pound.....	1s.	"
Singles yarn and straw, the pound.....	2s.	"
Doubled or twisted thread advanced beyond the stage of singles yarn, the pound.....	3s.	"
Tissues, the pound.....	3s. 6d.	"
Any other articles made wholly or in part of silk or artificial silk:—		
Where the article is made wholly of silk or artificial silk, or where the value of the silk or artificial silk component exceeds twenty per cent of the aggregate of the values of all the components of the article.....	An amount equal to 33⅓% of the value of the article.	"
Where the value of the silk or artificial silk component exceeds five per cent., but not does not exceed twenty per cent of the aggregate of the values of all the components of the article.....	An amount equal to 10% of the value of the article.	"
Where the value of the silk or artificial silk component does not exceed five per cent of the aggregate of the values of all the components of the article.....	An amount equal to 2% of the value of the article.	"
Lace of cotton, silk or other fibre, whether made by hand or machine.....	33⅓% of the value of the goods.	Two-thirds of full rate.
Products (not being solid fabrics) of the machine known as the Leaver's lace machine, the lace curtain machine, the lace net machine, or the circular lace machine.....	"	"
Embroidery manufactured on net or any fabric which, or the main part of which, is eliminated before the article reaches its final stage.....	"	"

CANADA ACCORDED TARIFF BENEFITS OF ANGLO-FINNISH TREATY

An Act passed at the last session of the Parliament of Canada relating to the treaty of December 14, 1923, between the United Kingdom and Finland was brought into force by proclamation on August 1. The Anglo-Finnish treaty, among other things, provided for exchange between the United Kingdom and Finland of most-favoured-nation treatment of each other's goods in the matter of duties, with certain exceptions in regard to possible Finnish preferences to imports from Esthonia, Latvia, or Lithuania. Under Article 23 of the treaty, British Dominions might secure the same tariff advantages from Finland as she accords the United Kingdom, in return for most-favoured-nation treatment of Finnish goods. The Canadian Act in question was an acceptance of the offer in Article 23 of the treaty for exchange of these mutual trade advantages. The Department of External Affairs has been advised that the Finnish Government agreed that from August 1 the benefits of the Anglo-Finnish commercial treaty, as provided for in Article 23, should be extended in Finland to Canadian goods.

NORWAY DEVELOPS NEW ELECTRIC SMELTING PROCESS

After experiments extending over some years, the Norwegian iron works, A/S Norsk Staal, has developed a new electric smelting process which, according to the press, bids fair to lead to a revival of Norway's iron and steel industry, especially because of the abundance of cheap hydroelectric power in Norway, says the United States *Commerce Reports*.

TENDERS INVITED**Australia**

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Commonwealth Postmaster General's Department, Melbourne, Australia.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders in conformity to the specifications should be addressed to the Deputy Postmaster General, Postmaster General's Department, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

POSTMASTER-GENERAL'S DEPARTMENT

No.	Date of Closing	Particulars
S.25/1106	Oct. 10	Supply and delivery of from 1,015 to 1,585 miles of telephone wire, annealed and tinned, enamelled and rubber insulated, or silk impregnated and insulated, as specified.
S.25/1303	Oct. 20	Supply and delivery of from 833 to 1,626 miles of telephone cable, silk and cotton insulated, as specified.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1002. CALIFORNIAN SARDINES.—A prominent importer in Sibolga, N.W. Sumatra, would be glad to receive samples, and c.i.f. prices, Sibolga, on the above.

1003. CANNED CHUM SALMON.—A leading importer in Sibolga, N.W. Sumatra, desires samples, labels and c.i.f. quotations, Sibolga, on the above.

1004. CHUM SALMON.—Importer in Medan, Sumatra, desires samples, labels and c.i.f. prices, Belewani, Sumatra, Netherlands East Indies, for canned chum salmon.

1005. FISH OIL.—An old-established English firm, represented in London, Liverpool and Manchester, are interested in getting in touch with a Canadian exporter of fish oil, c.i.f. quotations and samples required along with analysis statement.

1006. FISH OIL, ETC.—A Rotterdam concern would be pleased to receive quotations from Canadian exporters of fish oil, oils and fats for margarine and soap-making, as also packing house products and glycerine.

1007. FISH MEAL.—An important Liverpool firm, established in the cattle food and fertilizer trade, desire to hear from Canadian exporters with a view to forming connections. Quotations, c.i.f. Liverpool required, along with samples and analysis content.

1008. CORN STARCH.—A Japanese firm located in Kobe desire to hear from Canadian manufacturers of corn starch in a position to export to Japan. This corn starch powder is required for textile purposes and should be packed in double gunny bags weighing about 140 pounds. The firm are interested in buying one carload (440 bags). Firms interested are requested to submit samples, together with their best prices, immediately. (Present ruling price and import duty can be had by applying to Department.)

1009. **DRIED FRUIT.**—A firm in Amsterdam would be glad to get in touch with Canadian exporters of dried fruit, with a view to acting as commission agent in the Netherlands.

1010. **CHEESE AND BUTTER.**—An old-established firm of agents in Trieste would like to open a business connection with Canadian exporters of cheese and butter.

1011. **EGGS.**—A Liverpool provision agent wishes c.i.f. offers from Canadian shippers.

1012. **CANNED GOODS; FRESH FRUITS, BUTTER, HIDES, CASINGS AND TALLOW.**—A London company who are already handling Canadian products would be glad to hear from Canadian producers, and more especially those located in British Columbia and Western Canada, seeking an outlet for canned salmon, canned fruits and pulp, condensed milk, fresh fruits, butter, hides, casings and tallow.

1013. **FOOD PRODUCTS.**—A West of England house expresses a desire to be placed in touch with Canadian firms exporting food products of all kinds who wish to be represented in the South-Western Counties of England.

Miscellaneous

1014. **PROPRIETARY AND BRANDED SPECIALTIES.**—A London company of manufacturers' representatives and distributors who maintain a complete selling organization covering the United Kingdom, with branch houses in the Irish Free State, Australia, New Zealand, and South Africa, and connections in Europe and the East, are open to act for Canadian manufacturers of branded or proprietary articles seeking such services. The company maintain three separate departments dealing respectively with pharmaceutical, toilet, and grocery specialties.

1015. **DEXTRINE.**—An import and export firm in Kobe supplying a large quantity of materials to the textile trade would be glad to receive samples of corn dextrine from Canadian manufacturers. This is used particularly in the treating of coloured cotton printing and there is a good demand for it in Japan. Samples of what is required have been submitted to the Department, and the firm interested will be glad to have counter samples together with best prices.

1016. **BRITISH GUM.**—A Kobe commission house, which has been importing for some time a material called British gum, used in the textile industry, will be glad to receive samples and prices of similar materials manufactured in Canada. This is a starch-like material, and no doubt is well known to those connected with the textile industry in Canada. Samples of material required have been submitted to the Department, and firms able to supply this material are requested to send counter samples and prices immediately.

1017. **CARDBOARD.**—A firm in Mexico City who are being organized for the purpose of manufacturing cardboard boxes desire to receive quotations for corrugated unlined board, single-faced corrugated board, double-faced corrugated board, and double-double-faced ditto. Prices to be quoted per ton, f.o.b., Laredo or Vera Cruz.

1018. **HAIR.**—A North of England hair importer, desires quotations on both crude and cured hog hair. Also interested in horse tail and mane hair. Quotations must be c.i.f. United Kingdom port.

1019. **HAIR.**—A Liverpool firm are interested in hearing from Canadian exporters who can supply horse mane and tail hair "as gathered". Quotations to be per pound, c.i.f., in sterling. Also interested in hog hair.

1020. **FEATHERS.**—A Liverpool firm of feather purifiers are interested in receiving Canadian offers on raw chicken body feathers. C.i.f. quotations in sterling and samples requested.

1021. **FEATHERS.**—An established Liverpool firm of importers invite c.i.f. sterling offers from Canadian exporters of raw chicken and hen feathers, known on this market as poultry feathers. Must be free from quills.

1022. **LEATHER FOR WAIST BELTS.**—Leading importer in Northeast Sumatra desires samples and quotations, Belawan, Sumatra, Netherland East Indies, as above.

1023. **OCHRES.**—A Manchester importer is interested in getting in touch with Canadian firms. C.i.f. quotations asked.

1024. **DRY BATTERIES FOR AUTOMOBILES.**—Leading automobile importer in Medan, Sumatra, desires exclusive agency.

1025. **AUTOMOBILE ACCESSORIES.**—Leading automobile importer in Medan, Sumatra, desires connections for metal tool boxes, windshields, hubcaps, bumpers, pumps, lamps, etc.

1026. **PAPER BOX MACHINERY.**—Business interests in Mexico who are at present engaged in the organization of a company for the manufacture of paper boxes desire to receive quotations for machines suitable for the manufacture of such boxes from corrugated fibre.

1027. **SCRAP STEEL.**—A reliable importer is interested in receiving prices c.i.f. main Japanese ports for scrap steel rails, ship-plates, shafting, and trimmings from channels, angles, rods, etc.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 10, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 10, 1925. Those for the week ending August 3, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		August 3, 1925	August 10, 1925
Britain £	1.00	\$4.86	\$4.8550
France Fr.	1.	.193	.0474
Italy Lire	1.	.193	.0366
Holland Florin	1.	.402	.4018
Belgium Fr.	1.	.193	.0460
Spain Pes.	1.	.193	.1447
Portugal Esc.	1.	1.08	.0519
Switzerland Fr.	1.	.193	.1942
Germany.. . . . Reichs Mk.	1.	.238	.2389
Greece Dr.	1.	.193	.0159
Norway.. . . . Kr.	1.	.268	.1822
Sweden.. . . . Kr.	1.	.268	.2686
Denmark Kr.	1.	.268	.2250
Japan Yen	1.	.498	.4137
India R.	1.	2s.	.3675
United States \$	1.	\$1.00	1.0000
Mexico.. . . . \$	1.	.498	.4970
Argentina Pes.	1.	.424	.4031
Brazil Mil.	1.	.324	.1175
Roumania Lei	1.	.193	.....
Jamaica £	1.	4.86	4.8475
British Guiana \$	1.	1.	} .9812—1.0262
Barbados.. . . . \$	1.	1.	
Trinidad \$	1.	1.	
Dominica \$	1.	1.	
St. Kitts \$	1.	1.	
Grenada.. . . . \$	1.	1.	
St. Vincent.. . . . \$	1.	1.	
Tobago \$	1.	1.	} .9912—1.0262
Shanghai, China.. . . . Tael	1.	.708	
Batavia, Java Guilder	1.	.402	
Singapore, Straits Settlements .. \$	1.	.567	

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Antonia, Aug. 22; Ausonia, Aug. 29; Ascania, Sept. 12—all Cunard Line.

To LIVERPOOL.—Megantic, Aug. 22; Regina, Aug. 29; Canada, Sept. 5; Doric, Sept. 12—all White Star-Dominion; Aurania, Aug. 21; Alaunia, Sept. 4—both Anchor-Donaldson; Montcalm, Aug. 21; Montclare, Aug. 28; Montrose, Sept. 4—all Canadian Pacific.

To LONDON.—Bothwell, Aug. 22; Bolingbroke, Aug. 29; Brandon, Sept. 5—all Canadian Pacific; Comino, Furness Withy, Aug. 29; Canadian Hunter, Aug. 22; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12—all C.G.M.M.

To AVONMOUTH.—Turcoman, Aug. 22; Colonian, Aug. 29; Oxonian, Sept. 5—all White Star-Dominion; Parthenia, Anchor-Donaldson, Aug. 29.

To HULL.—Comino, Furness Withy, Aug. 29.

To SOUTHAMPTON.—Minnedosa, Canadian Pacific, Aug. 26.

To NEWCASTLE AND LEITH.—Cairnvalona, Thomson Line, Aug. 21.

To MANCHESTER.—Manchester Hero, Manchester Liners, Aug. 20.

To CARDIFF AND SWANSEA.—Canadian Victor, Aug. 28; Canadian Leader, Sept. 11—both C.G.M.M.

To GLASGOW.—Letitia, Aug. 28; Saturnia, Sept. 4; Athenia, Sept. 11—all Anchor-Donaldson.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Carrier, Aug. 25; Canadian Runner, Sept. 8—both C.G.M.M.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Aug. 25; Berwyn, Sept. 12—both Canadian Pacific.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Forester, Aug. 19; Canadian Fisher, Sept. 9—both C.G.M.M.

To ST. JOHN'S, NFLD.—Canadian Sapper, C.G.M.M., Sept. 4.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS. Co., Aug. 19.

To ANTWERP.—Canadian Hunter, Aug. 22; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12—all C.G.M.M.; Minnedosa, Canadian Pacific, Aug. 26.

To ROTTERDAM.—Welland County, Intercontinental Transports, Aug. 20; Fanad Head, Head Line, Aug. 20.

To AUSTRALIAN PORTS.—Canadian Cruiser, C.G.M.M., Aug. 31.

To NEW ZEALAND PORTS.—Kartigi, New Zealand SS. Co., Aug. 20; Canadian Prospector, C.G.M.M., Aug. 25.

To SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster, Sept. 15.

To COPENHAGEN AND BALTIC PORTS.—Virginia, Scandinavian-American Line, Sept. 5.

To GENOA AND NAPLES.—Valperga, Lloyd Mediterraneo Italian Service, Aug. 21.

To YOKOHAMA AND SHANGHAI (via VANCOUVER).—Canadian Skirmisher, C.G.M.M., Aug. 29.

From Quebec

To LIVERPOOL.—Megantic, Aug. 22; Regina, Aug. 29; Canada, Sept. 5; Doric, Sept. 12—all White Star-Dominion Line.

To SOUTHAMPTON.—Empress of France, Aug. 19; Empress of Scotland, Sept. 2—both Canadian Pacific.

To AVONMOUTH.—Turcoman, Aug. 22; Colonial, Aug. 29; Oxonian, Sept. 5—all White Star-Dominion.

To HAMBURG.—Empress of Scotland, Canadian Pacific, Sept. 2.

From Halifax

To LIVERPOOL.—Newfoundland, Aug. 18; Sachem, Sept. 5—both Furness, Withy.

To ST. JOHN'S, NFLD.—Newfoundland, Aug. 18; Sachem, Sept. 5—both Furness, Withy.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Aug. 28; Chaleur, Sept. 11—both R.M.S.P. Co.

To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Aug. 19 and Sept. 16.

From Vancouver

To YOKOHAMA AND SHANGHAI.—Canadian Importer, C.G.M.M., Sept. 12.

To YOKOHAMA, KOBE AND HONG KONG.—Philoctetes, Blue Funnel, Sept. 3.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Aug. 20; Empress of Australia, Sept. 3; Empress of Asia, Sept. 17—all Canadian Pacific.

To LONDON.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.; a steamer, Isthmian Line, late August; Canadian Seigneur, C.G.M.M., Sept. 3.

To LIVERPOOL.—Loch Katrine, R.M.S.P. Co., late August; a steamer, Isthmian Line, late August.

To MANCHESTER.—London Merchant, Sept. 1; London Shipper, Sept. 13—both Manchester Liners.

To AVONMOUTH.—A steamer, Isthmian Line, late August.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Scottish, C.G.M.M., Aug. 25.

To BORDEAUX, HAVRE AND ANTWERP.—Arkansas, Cie. Gle. Transatlantique (French Line), Sept. 5.

To ANTWERP.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.; Canadian Seigneur, C.G.M.M., Sept. 3.

To ROTTERDAM.—Moerdyk, middle August; Loch Katrine, late August; Dinteldyk, early September—all R.M.S.P. Co.

To HAMBURG.—Moerdyk, middle August; Dinteldyk, early September—both R.M.S.P. Co.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Aug. 26.

To AUCKLAND AND SYDNEY.—Canadian Trooper, C.G.M.M., Sept. 15.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures. Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916) (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cornack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 500. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

Irish Free State

A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

W. McL. Clarke, Via Manzoni 5, Milan 2. *Cable Address, Canadian.*

Japan

A. E. Bryan. Address for letters, P.O. Box 230; office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

New Zealand

C. M. Croft, Acting Trade Commissioner. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P. O. Box 683; Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands). *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENT

Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

SPECIAL CANADIAN REPRESENTATIVES

United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Canadian Building, Trafalgar Square, London, S.W.1, England.

France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce of Canada

Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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Vol. XXXIII

Ottawa, August 22, 1925

No. 1125

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CANADA-BRITISH WEST INDIES CONFERENCE, 1925: PROCEEDINGS AND AGREEMENT NOW AVAILABLE.

A verbatim report of the Proceedings of the Canada-British West Indies Conference, with which is incorporated the Canada-British West Indies-Bermuda-British Guiana-British Honduras Agreement 1925, the result of the Conference, has now been published. Copies of this publication, which runs to some 280 pages of print and contains an Index of the Proceedings, may be obtained on application to the King's Printer, Government Printing Bureau, Ottawa, at the price of \$1 per copy.

TRADE COMMISSIONER H. A. CHISHOLM'S ITINERARY IN CANADA

Mr. H. A. Chisholm, Canadian Trade Commissioner to India and Ceylon, is at present making a tour in Ontario in the interests of Canadian trade with these countries. The following is his itinerary as at present arranged:—

St. Catharines August 21
Brantford August 22
Woodstock August 24
London August 25

Windsor August 26 and 27
Toronto August 28
Guelph August 29

Canadian firms who desire to be brought in touch with Mr. Chisholm or to interview him are requested to communicate with the Secretary of the Board of Trade or Chamber of Commerce in any of the above named cities.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TEN MONTHS ENDED JULY, 1921, 1922, 1923 AND 1925; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of July				Ten Months ended July				United States Tariff Rates in force		
	1921	1922	1923	1925	1921	1922	1923	1925	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock) —											
Cattle.....	6,533	11,626	6,589	13,795	222,550	130,195	132,336	93,906	Free	30 p.c.	(a)
Horses.....	103,351	276,359	101,992	310,989	14,781,654	2,459,670	3,593,384	2,404,136	Free	10 p.c.	(b)
Poultry.....	48,225	33,865	61,360	27,585	439,335	367,702	1,009	1,049	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....	41,896	29,223	21,259	47,911	645,915	618,357	443,131	705,228	1c. per lb.	1c. per lb.	\$2 per head
Fruits —	35,343	23,725	13,784	29,973	710,998	606,191	433,928	570,233	Free	(c)	
Apples, green or ripe.....	5,402	960	2	22	128,855	60,028	32,430	24,746	Free		
Apples, dried.....	37,120	6,496	16	230	1,144,099	338,115	218,558	219,598	Free		
Berries, fresh.....	3				12,245	393,513	62,759	32,361	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Grains —	24				61,834	2,001,734	292,681	179,890	1c. per lb.	1c. per lb.	2c. per lb.
Barley.....	60,445	41,724	117,279	91,276	107,147	75,092	7,120	164,849	4c. per qt.	4c. per qt.	14c. per lb.
Beans.....		3,630	843	2,245	298	16,629	936,945	9,672	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Buckwheat.....	9,838	100	2,492	5,547	3,508	12,172	497,869	8,333	25c. bu. 60 lb.	2c. lb.	14c. lb.
Oats.....	11,896	32,169	171	12,305	296,240	93,693	268,777	598,750	Free	Free	10c. per 100 lb.
Peas, whole.....	104,424	15,635	108	8,807	1,358,483	929,299	108,334	200,712	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, split.....	49,256	25,643	1,043	7,712	84,599	101,584	15,889	187,076	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Rye.....	2,000	4,386	2,474	13,273	326,885	346,174	389,500	546,490	3,600	20c. bu. 60 lb.	14c. lb.
Wheat.....	3,750				16,395	54,180	9,337	8,874	20c. bu. 60 lb.	20c. bu. 60 lb.	15c. bu. 56 lb.
Wheat Flour.....	283,001	830,512	367,195	339,408	498,764	68,852	335,047	22,226	Free	Free	35c. per bush.
Grain Products —	511,160	1,060,484	421,901	362,777	98,151,146	16,650,661	12,464,534	4,253,891	Free	(e)	(d)
Bran, shorts and middlings.....	149,357	24,465	162,352	277,181	1,257,588	307,686	1,850,865	2,587,908	20 p.c.	20 p.c.	1-04 p. 100 lb.
Wheat Flour.....	159,340	24,524	192,755	391,148	1,832,233	320,650	2,161,289	3,325,590	(e)	(e)	2c. per lb.
Meats —	2,931	43,424	17,856	101	1,244,913	634,779	361,608	7,202	Free	25 p.c.	3c. per lb.
Bacon, hams, shoulders and sides.....	26,384	290,506	106,622	939	12,126,915	3,983,017	2,175,096	47,919	Free	2c. per lb.	3c. per lb. (g)
Beef, fresh, chilled or frozen.....	35	36	87	747	2,699	1,070	1,217	10,955	Free	25 p.c.	2c. per lb.
Butter.....	1,708	1,167	2,776	26,363	98,346	36,557	39,804	281,140	Free	2c. per lb.	3c. per lb. (g)
Lard.....	8,611	9,447	10,563	161,725	213,345	112,749	57,082	57,082	Free	2c. per lb.	3c. per lb. (g)
Meat, fresh, chilled or frozen.....	101,120	88,195	114,943	131,569	3,038,487	1,814,413	1,319,503	642,410	Free	2c. per lb.	3c. per lb. (g)

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	991	296	4	.....	41,931	57,097	12,697	688	Free	2c. per lb.	(b)
Pork, fresh, chilled or frozen.....	Cwt.	17,156	7,057	271	7,083	1,059,286	993,134	306,715	16,983	Free	2c. per lb.	(b)
Pork, dry-salted and pickled.....	Cwt.	68	55	277	132,341	215,952	148,952	138,204	1,320,425	Free	2c. per lb.	2c. per lb.
Poultry, dressed or undressed.....	\$	1,972	1,727	6,404	.....	1,922	231	5	385	Free	25 p.c.	2c. per lb.
Other meats, including canned meats, but excluding extracts.....	\$	643	7,519	14,614	303	479,574	724,006	579,197	100,076	2c. per lb.	2c. per lb.	6c. per lb.
Milk and milk products—	Cwt.	330	590	1,147	1,485	16,338	10,503	12,359	16,215	Free	25 p.c.	20 p.c.
Butter.....	Lb.	8,480	8,460	27,018	27,629	275,518	138,363	224,076	240,360	Free	25 p.c.	20 p.c.
Cheese.....	Lb.	104,310	22,085	143,163	287,743	1,685,680	2,695,566	3,009,204	3,183,727	2½c. per lb.	6c. per lb.	8c. per lb.
Cream.....	Lb.	27,363	8,079	42,646	70,730	736,522	974,997	1,182,280	1,118,452	2½c. per lb.	6c. per lb.	8c. per lb.
Milk, fresh.....	Gal.	3,630	561,500	546,000	5,400	363,358	4,111,027	3,192,947	235,500	20 p.c.	23 p.c.	(f)
Milk, condensed, including milk powder.....	Gal.	1,346	97,326	92,654	1,859	987,032	1,812,763	733,579	73,539	20 p.c.	23 p.c.	(f)
Flaxseed.....	Bush.	184,621	245,088	437,670	576,292	949,300	1,606,465	1,606,465	2,854,046	Free	5c. gal. (j)	20c. gal. (j)
Grass seed.....	Bush.	671,424	362,373	693,046	921,117	1,458,669	2,110,424	1,322,015	4,832,192	Free	5c. gal. (j)	20c. gal. (j)
Vegetables—	Bush.	167,843	83,313	345,698	606,733	1,019,800	1,322,635	1,322,635	2,938,781	Free	2c. gal. (j)	2½c. gal. (j)
Potatoes.....	Bush.	34,616	17,463	65,681	101,641	276,192	195,617	257,909	512,483	Free	2c. gal. (j)	2½c. gal. (j)
Sugar beets.....	Bush.	105,926	481,700	554,925	939,700	10,076,255	1,328,157	6,687,187	10,485,626	Free	2c. per lb.	1c.—3c. lb.
Turnips.....	Bush.	29,202	51,000	347,270	30,930	1,716,871	1,521,718	1,117,368	1,147,899	Free	2c. per lb.	1c.—3c. lb.
Miscellaneous Products—	Bush.	205	1,000	638	137	71,069	96,295	39,242	165,136	Free	Free	4c. per lb.
Eggs.....	Doz.	1,770	6,243	4,596	1,164	805,651	870,257	269,413	1,373,985	Free	Free	4c. per lb.
Hay.....	Ton	32	56	30	4,712	27,214	74,237	72,132	364,505	Free	Free	4c. per lb.
Maple sugar.....	Lb.	1,363	1,590	481	2,640	107,658	58,505	77,034	129,525	Free	Free	4c. per lb.
Tallow.....	Cwt.	132,438	4,390	2,254	11,211	422,221	236,280	378,133	712,737	Free	Free	(k)
Wool.....	Lb.	246,935	1,869	150,394	351,067	2,028,241	2,140,028	2,165,308	4,664,262	Free	Free	(k)
Total value of above commodities.....	\$	1,943	4,938	7,21	808,461	3,662,281	4,394,738	8,447,933	11,198,021	20c. bu. 56 lb.	30c. bu. 56 lb.	40c. bu. 56 lb.
	\$	1,322	7,621	3,078	5,192	2,242,319	1,698,938	449,370	442,912	Free	Free	2c. per lb.
	\$	436	4,558	1,802	3,938	1,627,085	1,106,102	334,068	246,474	Free	25c. bu. 60 lb.	50c. per 100 lb.
	\$	.....	.....	.....	.....	11,502	10,481	11,430	22,032	Free	5 p.c.	80c. ton 2,240 lb.
	\$	.....	.....	.....	.....	103,175	63,151	56,730	132,855	5 p.c.	5 p.c.	12c. per 100 lb.
	\$	.....	.....	.....	.....	1,649,293	1,575,880	1,934,770	2,737,954	15 p.c.	15 p.c.	12c. per 100 lb.
	\$	.....	.....	.....	.....	396,973	429,676	284,504	485,776	Free	Free	8c. per doz.
	\$	47,701	42,986	29,121	1,057	204,873	175,562	101,008	51,338	Free	Free	8c. per doz.
	\$	17,363	12,987	6,919	294	112,186	72,652	37,417	22,770	Free	Free	8c. per doz.
	\$	2,832	24	6,261	6,954	68,825	1,617	35,951	99,834	Free	Free	8c. per doz.
	\$	46,049	370	80,054	74,005	1,434,338	34,755	407,593	1,067,835	Free	Free	8c. per doz.
	\$	70,226	797,384	544,761	109,146	1,316,266	3,661,870	2,063,241	4,986,397	Free	Free	8c. per doz.
	\$	7,094	95,485	100,153	14,554	297,085	376,600	524,129	729,716	Free	Free	8c. per doz.
	\$	2,355	.....	.....	298	14,556	11,801	13,536	15,563	Free	Free	8c. per doz.
	\$	7,243	.....	.....	2,940	86,005	64,424	105,502	129,731	Free	Free	8c. per doz.
	\$	1,361,047	459,949	497,104	2,940	86,005	64,424	105,502	129,731	Free	Free	8c. per doz.
	\$	318,027	162,717	194,950	1,534,423	6,205,681	2,593,343	5,380,478	5,380,478	Free	Free	8c. per doz.
	\$	1,972,708	2,886,285	2,951,530	3,885,565	152,101,052	45,106,323	1,697,302	1,511,589	Free	Free	8c. per doz.
	\$	.....	.....	.....	.....	.....	.....	.....	.....	Free	Free	8c. per doz.

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30 c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad val.; from September 21, 1922, to April 6, 1924, 15% ad val.; subsequent to April 6, 1924, if from wheat 7½% ad val.; if from other cereals, 15% ad val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb.; other, 2c. per lb. (i) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

MARKET FOR LEATHER IN JAPAN

TRADE COMMISSIONER A. E. BRYAN

I

[In compiling this report, the writer was unable to obtain the figures for separate countries during the years 1922 and 1923, due to the fact that all Government records were destroyed at the time of the earthquake in September 1923.]

Kobe, July 1, 1925.—While Canada exported leather to the value of \$5,634,000 last year (1924), little or nothing was shipped to Japan. Yet this country consumes a large amount of imported leather annually, and it seems to be worth while for our manufacturers to closely investigate this market with a view of enlarging their field of operations.

A great part of the leather imports of Japan comes from California tanners who have been catering to the market for many years, and who geographically have an advantage over tanneries in the eastern part of Canada and the United States, but recent investigations have shown that the trade here is not confining itself to the product of California but is also stretching out in other directions as far east as Boston, Detroit and New York. The fact that hemlock and union-tanned sole leather is coming into favour amongst the consumers of Japan is in itself proof that the Eastern manufacturer of leather has begun to play his part in the leather trade of this country, and is bound to increase his share in the total business.

Canadian tanners in Ontario and Quebec should therefore be able to offer effective competition for this business. Sample shipments lately received from tanneries in Eastern Canada have been very favourably received, and if some small alterations are made in connection with the finish of the leather, prospects should be very encouraging for future arrivals from Canada.

The total imports of leather of all kinds into Japan during the last four years were valued as follows (in yen): 1921, 9,350,000; 1922, 7,489,538; 1923, 7,127,679; 1924, 8,468,923.

METHOD OF DISTRIBUTION

There are recognized importers of leather in Japan—well-known firms who specialize in leather, and some which handle it along with many other products. These importers buy direct from the manufacturer and sell to the leather dealers or wholesalers. There are hundreds of small shoe shops all over the country, for most shoes are made to order by hand, and it is to this trade that much of the imported leather finds its way, through the medium of the dealers. There are seven large shoe factories in Japan (five in Tokyo, one in Nagoya and one in Kobe) which are equipped with up-to-date "Goodyear" welt machinery. These factories use large quantities of imported leather, which they generally buy direct from the large import houses. Besides these there are some fifteen small factories partly equipped with shoe machinery; most of their requirements are catered to by the dealers themselves.

SOLE LEATHER

Sole leather to the value of about yen 2,000,000 approximately is imported annually into Japan. There is besides a local production valued at yen 1,000,000.

Until about two years ago California oak-tanned sole leather was the only kind that could be sold. Lately, however, the Eastern tanners of the United States have succeeded in interesting buyers and consumers in hemlock and union-tanned sole leather. The hard firm finish of the California leather gave the impression that it was more durable than the more pliable tannage of Eastern

manufacturers. But this impression, although still quite prevalent among the more conservative dealers, is giving away now as a result of the experience gained in the use of oak and hemlock tanned leather bought from Eastern manufacturers during the last two years, and it is realized that the more pliable sole leathers are really just as tough in texture and will wear as long as any other oak-tanned material.

Specifications.—Sole leather is bought by the pound, and is usually imported in bales of ten sides, although bends, backs, shoulders and bellies are also in demand from time to time. These bales of sole leather (sides) weigh about 260 pounds each. The requirements call for iron gauge No. 7 to No. 12, and the trade generally classifies sole leather as follows: "H" (heavy), over No. 9 gauge; "M" (medium), No. 7 to No. 9 gauge; "L" (light), under No. 7 gauge. The tannage should be of a good light colour with firm finish.

Butcher Cuts and Brand Marks.—Sole leather imported from Australia is sometimes found to have certain defects due to "brand marks" and "butcher cuts" leaving an ugly scar or cut on the hide. Such defects greatly impair the quality of the sides and considerably reduce the price. Canadian shippers should note this and ship nothing but clear sides (unbranded) to this market.

Import Duty and Prices.—The import duty on sole leather is yen 15.20 per picul (133 pounds). To give some idea of prices, the present quotation on "H" quality "Bear" brand sole leather is yen 142 per picul. (In this country sole leather is always sold by the picul.) The present f.o.b. price San Francisco on the same leather would be about 43 or 44 cents per pound.

Brands on the Market.—The following brands of sole leather are on the market and are favourably known to the trade: "Bear," "Eagle," "Lantern," "Acorn," "Kirby," "Wagner," "L.M.," and "Howes." The names of the manufacturers and their agents in Japan are on file at the Department of Trade and Commerce, Ottawa, and may be secured by interested firms upon application.

Packing.—Sides are always packed ten to a bale and roped; bends are burlapped and roped.

The Season.—For the winter trade heavy sole leather is required and must arrive in Japan during September, October and November. The summer goods generally come in during February, March and April.

Imports from 1921-24.—The imports of sole leather into Japan and the countries of origin during the last four years were as follows:—

	1921	1922	1923	1924
China.. Yen	50,000	....	14,000	11,029
Hong Kong.. "	1,000	....	....	....
Great Britain.. "	4,000	....	....	....
United States.. "	2,894,000	....	1,272,000	1,875,525
Canada.. "	2,000	....	....	....
Australia.. "	12,000	....	....	....
Total.. Yen	2,938,000	1,987,279	1,868,165	1,892,819

HARNESS LEATHER

While there is a small demand for harness leather, it is impossible to say what amount is imported as there are no separate returns tabulated. The Japanese do not use much leather harness. Often the only piece of leather on a horse is the collar, the rest of the harness being composed principally of rope. What leather is employed is mostly of domestic manufacture, although inquiries are sometimes received for Canadian harness leather for saddlery purposes. Specifications usually call for iron gauge No. 5 to No. 6, about 50 cents c.i.f. Japan per pound.

Imports of Calf, Kid and Side Leathers.—The imports of calf, kid and side leathers into Japan and the countries of origin during the last four years are as follows:—

		1921	1922	1923	1924
United States..	Yen	1,486,000	....	....	2,253,356
Great Britain.. . . . .	"	....	....	....	21,228
France..	"	2,000	....	....	3,204
Germany..	"	26,000	....	....	161,985
Australia..	"	1,000	....	....	—
Total..	Yen	1,520,000	1,752,359	1,677,916	2,447,185

Specifications and Requirements.—As all makers have their own tannages and colours, it is difficult to explain just what shade of tannage is preferred, but if the products of American makers whose names are on file as above stated are known to Canadian firms, it will suffice to show which of these competitors' calf skins are mostly sold. There is a good demand here for the following American leathers: Ace Calf No. 75 boarded of J. S. Barnets; Cherry red, Chestnut brown, bright brown, satin finish of Carl E. Schmidt; Willow 104, also 101, 105, 106 and 108 of the American Hide and Leather Company; and dark brown No. 305 of Albert Trostel.

Samples of these leathers as well as others have been sent to the Department of Trade and Commerce, with notations attached showing the most popular shades, and manufacturers in Canada who are interested may see them on application.

Soft Finish Desirable.—The Japanese prefer calf skins tanned with a soft pliable finish. While the "boarded" surface has always been very popular, the smooth finish is also coming into favour, especially in the Tokyo market. In tans, ox-bloods, etc., too reddish a colour is undesirable. Calf skins for Japan usually contain 10 to 14 square feet to the side, and are imported in grades "C L M" and "B L M." Calf leather is almost invariably purchased in men's weight only. Japanese women, with the exception of the majority of school girls, rarely wear shoes; these, however, are made with leather of men's weight.

Present market prices in Japan of calf leather per square foot f.o.b. San Francisco are approximately as follows: "B.L.M," 38 cents; "C L M," 35 cents; "B M," 41 cents; "C M," 38 cents. A discount of 5 per cent is allowed to importers. Medium quality German box calf sells here at yen 1.20 per square foot. Kid leathers are usually imported in sides of 5 to 6 square feet and in colours of tan and black. Present prices range from 35 to 45 cents per foot. Much of this calf leather is used for the manufacture of leather purses, which is a big business in Japan. One firm sells each month in Tokyo and Osaka to the purse trade alone 300 to 400 dozen skins from a certain maker. Of a sample shipment of Canadian calf skins lately arrived, it is said that the quality of the hide is excellent, even better than that of competitors, but the finish is too hard. If this same quality of hide can be tanned to the same soft finish as that of competitors, samples of which are on file at Ottawa, there is a good possibility of permanent business developing.

Packing.—Up to the present calf skins have been folded up in bundles and packed in wooden cases. This has been found to crease the leather and this is rather objectionable, especially to purse manufacturers. Canadian firms are recommended to roll up their calf skins instead of folding them.

Import Duty.—The import tariff on calf, kid and side leathers is 20 per cent ad valorem.

[The second and concluding part of this report will be published in our next issue.]

THE COOPERAGE TRADE OF LIVERPOOL

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, August 5, 1925.—Liverpool has established itself as one of the main cooperage centres of the United Kingdom, carrying on an important trade in the manufacture of barrels as well as importing cooperage stock for distribution inland. The industry in this district is divided into two main sections—wet and dry cooperage.

WET COOPERAGE

The first-named section consists of the manufacture of palm oil casks, whisky, beer and syrup containers, etc. In the palm oil cask, Liverpool is supreme, as it is estimated that approximately 90 per cent of the palm oil brought from West Africa to England comes to this port, and Merseyside coopers share with Rotterdam the business of supplying casks for this important trade. American oak is used almost exclusively for the staves in the carriage of palm oil and Canadian pine is largely used for the heads.

Two of the most important Liverpool cooperage firms interviewed stated that their past experience in handling ready-made pine heads had not been satisfactory. They prefer to purchase three-inch pine deals in lengths to cut into 40 inches, and to do the manufacturing themselves. These pine deals are usually purchased from timber dealers on the spot, and they are prepared to pay a higher price to secure supplies with the right of rejecting unsatisfactory material.

While it is problematical whether these cooperage firms could be persuaded to try ready-made Canadian pine heads, this office will be glad to co-operate with any interested Canadian manufacturers wishing to test the possibilities in this connection. The requirements are for heads of 40 inches diameter and 1½ inches thick. (American oak is the only wood that has been found satisfactory for use as staves for these casks.) An enormous trade is carried on in second-hand casks. As new casks absorb a considerable amount of oil when used for the first time, second-hand casks are more in demand and this preference affects the market for pine heads.

There is little opportunity for Canadian exporters to compete for the whisky cask which is made from American oak staves and oak heads, as no other woods have been found suitable. Brewers' casks are generally made from Russian oak, American oak is said to taint the flavour of the beer. Messrs. Guinness are a notable exception to this rule, as they use American oak casks, finding that this wood improves rather than harms the flavour of their stout.

Various other types of cases for wet cooperage are imported into Liverpool, such as huge teakwood casks containing cocoanut oil from Ceylon, native Italian and French casks with wines and olive oil, and Dutch beechwood casks filled with butter, all of which affect the demand. Practically all these different containers are re-coopered and sold again for use in exporting commodities from this country.

DRY COOPERAGE

Staves and heads for dry cooperage are imported to Liverpool in large quantities chiefly from the United States and Scandinavia; but small supplies have originated in Canada. The demand for dry cooperage in this part of England is from the large flour millers, chemical industries, etc.

United States exports of dry cooperage to this port consist chiefly of gumwood, cottonwood, ash, basswood and elm, while the Scandinavian product is mainly made up of fir or other softwoods. American gumwood staves, which are used extensively for flour barrels, are very popular. The cheap softwood staves are as a rule used by the chemical industries, china clay manufacturers, etc. American yellow pine heads are also imported in quantity for dry cooperage.

The sizes of staves in most demand are 28½- and 30-inch lengths by ¾-inch, and in some cases ½-inch thick. Some of these staves are as low as 2 inches in width and as high as 5 inches, but average 4. Other lengths are 22, 24, and 36 inches. The heads for the staple lines run from 15¼, 17, 17¼ to 19¼ inches in diameter, and from ½- to ¾-inch thick. These heads are usually in two to four pieces and are either made up complete, or properly marked and wired in bundles so that they are easily assembled. They are circled and bevelled and dowelled on the edges.

Staves are packed in bundles of 50 each and are quoted per 1,000 or else in bundles of 60 and quoted per 1,200. The heads are offered per set—top and bottom—and also per 1,000.

Three grades of staves are recognized: Grade 1, mill run, and Grade 2. In the opinion of one dealer, it would not pay exporters to consider shipments of Grade 2 on account of transportation costs. The demand in this market is for staves made only from properly dried, cut, and selected timber. American staves come forward circled and jointed from quartered wood, whereas the Scandinavian product is straight for the reason that stavewood from this latter source is secured from deal ends and these staves have to be shaped and jointed by the coopers themselves. It has been suggested that Canadian Douglas fir could be utilized to advantage if straight deal ends of 30 inches long, by ½- and ¾-inch thick, with an average width of 4 inches, could be laid down in Liverpool at prices competitive with Scandinavia. Unfortunately Scandinavian prices are extremely low; recently they were in the neighbourhood of £12 to £14 per standard c.i.f. United Kingdom port.

Any Canadian firms interested in this particular trade, are invited to communicate with the Liverpool office.

Prices.—Recent quotations on 30-inch American elm staves have been around \$19 per 1,000 c.i.f. Liverpool, with 28½-inch lengths approximately \$18.

There is, in addition to the demand for the ordinary jointed stave, a certain call for an elm tongue-and-groove stave, 30 inches long by ¾- or ½-inch thick. Prices for this type stave run from \$1 to \$2 higher per 1,200 than for ordinary staves.

Enquiry has also been made for elmwood hoops of 5, 5½ and 6-foot lengths, for use on flour containers, etc. These at present are imported from the United States. As distinct from the wet cooperage trade, there is little or no business done in second-hand dry cooperage for use in export trade.

CANADIAN CATTLE IN THE GLASGOW MARKET

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, July 31, 1925.—It seems likely that cattle from the Antigonish district of Nova Scotia will shortly join the stream of cattle shipments now moving increasingly from Ontario and the West to the Glasgow market. The importance of this market will be realized when it is stated that buyers from all the best grazing and feeding districts of Scotland and the North of England attend the weekly sales.

Many years ago, prior to the imposition of the embargo, large numbers of cattle from Sackville, Nova Scotia, were sold in Glasgow and they were found good provers. But since the removal of the embargo a couple of years ago, the shipments appear to have been confined to cattle raised on the farms of the central provinces and the western plains.

The Canadian stockers generally have created a most favourable impression among feeders here for their good breeding, general healthiness, and quick-thriving properties, as compared with either home or Irish stockers. The demand for them will be not only maintained, but increased, provided the

right kind of stocker is shipped. A lighter class of cattle is wanted than was originally anticipated and recommended, because it has been found that a large number of buyers want a smaller class of stocker than one weighing 1,000 to 1,100 pounds. A steer of 700 to 900 pounds, well-bred, preferably polled, in fair flesh and suitable for fattening within, say, six months of landing here, is what is mainly wanted. Such an animal should be worth 11 to 11½ cents per pound on its weight here. If the cattle are horned, 10½ to 10½ cents would be about their value.

SCOTTISH HAY CROP

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, August 3, 1925.—In view of an inquiry from Nova Scotia, which may be followed by others, as to the possibilities in Scotland for Canadian hay this season, the following information is furnished.

The cutting of hay began earlier than usual and progressed rapidly, so that at the end of June it was half completed in a few districts. Clover is generally less abundant than usual, and in many cases is very considerably below the normal. The yield of "seeds" hay is about the average in some parts of the country, but on the whole the crop is smaller than usual. The estimated yield of meadow hay is, however, about normal in most districts, and only in northwest Aberdeen, Lewis and southeast Lanark is it reported to be below the average.

On the whole therefore the crop is much below the average in quantity, although the quality is high. This is just the reverse of the conditions a year ago, when excessive rains produced a great crop of inferior hay. This year there has been an unusual drought lasting about six weeks or more.

The price of No. 1 Timothy (Canadian) at Glasgow Quay is now about £5 15s. a long ton, which is equivalent to £5 5s. to £5 7s. 6d. a ton c.i.f. A softer Canadian hay, corresponding to meadow hay, is selling at £4 15s. a ton c.i.f.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, July 14, 1925.—A provisional statement made on July 3 by the Commonwealth Treasurer indicates that the revenue for the fiscal year ending on June 30, 1925, totalled £68,800,178, and the expenditure amounted to £66,815,853, leaving an excess of receipts over expenditure of £1,984,325. The unexpended balance brought forward from the previous year was £2,501,153, leaving a balance to be adjusted when final entries are made of £4,575,478.

The overseas trade continues to be satisfactory, particularly in relation to the exports. Exports totalled £151,722,861 for the eleven months ended May 31 last, and show an increase of £39,371,187 in comparison with the corresponding period of the previous year. The imports totalled £144,875,142, showing an expansion of £15,507,525 during the same period. The increase in the exports was mainly due to much larger shipments of wheat and wool, though the auction sales of the latter commodity were suspended for two months owing to low prices realized and an unsold balance from last season's clip of 505,964 bales. The sales, however, were resumed yesterday with more satisfactory results as far as merinos and the finer grades of crossbreds were concerned than was thought possible a few weeks ago. American competition was the main factor in these sales, with good support from the Continent, from Australian woollen mills, and to a lesser degree from Japan.

Despite all negotiations for settlement, a shipping strike commenced to-day on vessels engaged in the Australian coastal trade and about 700 men are already affected. It is expected that the total will swell to about 8,000 maritime

workers in all, when the crews have left the vessels which are now nearing their home ports. It is considered unlikely that overseas vessels, except those registered in Australia, will be concerned in the struggle which may be a long and expensive one to the community.

Owing to the half-yearly period of stock-taking with trading concerns and balancing by financial institutions, business, as is usual at this time of the year, is on a very conservative basis and will probably continue so during the remaining winter months.

The local wheat market is very firm and above overseas parity. For some time it was quoted at 6s. 4d. (\$1.54) per bushel without actual sales, but is now about 6s. 3d. (\$1.52). The position is very uncertain, both buyers and sellers holding off and awaiting definite information as to crop conditions in Canada and the United States.

Flour is in small demand from the United Kingdom, South Africa or the East, but Egypt has recently bought between 2,000 and 3,000 tons. Present quotations for 150-pound sacks for the United Kingdom and Egypt are £13 (\$63.27) per ton of 2,000 pounds, and for 100-pound hessian bags for Africa £13 5s. (\$64.48) per ton.

AUSTRALIAN DISPLAY AT NEW ZEALAND INTERNATIONAL EXHIBITION

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, July 13, 1925.—It is announced that up to the present more than fifty leading Australian manufacturers will be represented at the New Zealand and South Seas International Exhibition, to be held at Dunedin for a period of five months from November, 1925, to April, 1926, and further applications for space have been made throughout the Commonwealth.

An Australian committee, comprising Government officials and representatives of primary producers and manufacturers, has been formed and meetings are held regularly in the principal Australian cities with a view to the preparation and adequate display of an extensive range of products for which markets may be further developed in New Zealand. Amongst the commodities for which space has already been applied and granted are wines, hardwood timbers, dried fruits, preserves, canned fruits, citrus fruits, leather and leatherware, boots and shoes, eucalyptus oil, agricultural and other machinery, biscuits, confectionery, macaroni and vermicelli, building tiles, fertilizers, insecticides and disinfectants, perfumeries, essences, electric radiators and other appliances, shelf and building hardware, and iron and steel. Several State governments are also making special displays of particular products.

The Canadian, Australian and Fijian exhibits are to be housed in the one pavilion (No. 4), the Dominion and the Commonwealth having about 28,000 square feet of space allocated to each, and will occupy all but a small portion of the total available space in that section of the Exhibition. This pavilion is reported to occupy a prominent position, and Canada has been favoured with the portion nearest to the entrance and close to the administrative offices. It is anticipated that the displays of these two sister dominions will be one of the most attractive features of the exhibition.

Representatives of Canadian manufacturers in Australia express the hope that the exhibits from Canada will be of a comprehensive character as New Zealand has, for many years, conceded a substantial tariff preference on "Made in Canada" goods and products.

A comparison of the Canadian and Australian exports to New Zealand are as follows: exports from Canada to New Zealand, 1924-25, \$15,086,258; exports from Australia to New Zealand, 1923-24, \$24,039,129.

ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLY, OFFICE OF THE CANADIAN TRADE COMMISSIONER

Kingston, July 31, 1925.—Sugar and bananas, the two principal items of export, still continue depressed with prices poor, although the banana output so far this year has been very good. The rum trade is also reported to be quiet with few buyers, although when sales are made good prices are obtained. Present f.o.b. values of the principal articles of export are approximately as follows:

	£	s.	d.
Sugar, refining crystals, basis 96 degrees polariscope test, per ton of 2,240 pounds	14	0	0
Rum, good ordinary, per Imperial liquid gallon (nominal)	0	3	6
Bananas, per count stem.	0	2	3
Cocoanuts, per 100 nuts	0	10	0

A regulation has recently been enforced to prevent retailers of foodstuffs (who are mainly Chinese) from selling haberdashery and hardware in their shops after 4 p.m. on all week-days except Wednesdays and Saturdays, on which the closing hours are 2 p.m. and 8 p.m., respectively. The opinion has been expressed by some large wholesalers that this regulation will mean a curtailment of business in luxury articles.

UNITED STATES CROP CONDITIONS

TRADE COMMISSIONER FREDRIC HUDD

New York City, August 12, 1925.—The monthly report of the U.S. Department of Agriculture states that weather and other conditions during July were detrimental to crops. The prospective corn crop was reduced by 145,000,000 bushels as compared with a month ago, the indicated production now being placed at 2,950,000,000. Prospective crops of rye, flaxseed, rice, sweet potatoes, tobacco, hay and grapes also showed decreases from last month's forecast.

The preliminary estimate of 416,000,000 bushels of winter wheat is an increase over the estimate of last month, but spring wheat with a total of 263,000,000 bushels declined by 13,000,000, bushels, which places the total wheat crop 7,000,000 bushels below the July forecast.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE.

Mexico City, August 1, 1925.—During the month of July, commercial conditions in Mexico have shown a continuance of the depression which characterized business during the previous month. Two elements in the present situation are of such a nature as to cause a temporary check in business activity, although their ultimate effect may possibly be entirely beneficial; these are the policy of rigid economy in expenditure practised by the Government, and the concentration of funds for the purpose of establishing the "Banco Unico," or Sole Bank of Issue.

With regard to the former point, the financial position of the Government has shown a continuous improvement during the month of July, the amount of currency in the Treasury now totalling approximately fifty millions of pesos (\$25,000,000 Canadian currency), principally in the form of gold coin. This result has only been obtained by heavy taxation, combined with the reduction of personnel in practically all Government departments, which, temporarily at least, necessarily contracts purchasing power. At the same time, it shows a

far more favourable position of the Treasury than has existed since pre-revolutionary days.

It is generally understood that this reserve will be used for the purpose of providing a portion of the capital required for the establishment of the "Banco Unico." "Sole Bank of Issue," or Bank of Mexico, as it is variously termed, and reports are current to the effect that preliminary arrangements to this effect will be made within the next few months. The scheme, which has been frequently discussed during the past few years, has for one of its objects the issue of paper currency to take the place of the metallic coinage at present in use. It is recognized that such action would provide a more flexible medium of exchange, and if associated with facilities for rediscounting, would probably be of great benefit to the financial situation of the country. At the same time, it is generally considered improbable that paper money will meet with ready acceptance at first by the public, on account of the rapid depreciation of previous issues during the revolutionary period. If an adequate metallic reserve is maintained, however, and paper is convertible on demand, this difficulty should rapidly disappear. It would be difficult to exaggerate the importance of the proposal to the financial health of the nation, and it is not unreasonable to suppose that its approaching introduction, combined with the temporary withdrawal of fifty millions of pesos from circulation, largely accounts for the period of depression in business which at present exists.

A noticeable feature in the estimates for 1925 is the inclusion of an item of twenty million dollars, U.S. currency, for the refunding of the foreign debt under the so-called Lamont-de-la-Huerta agreement, which, with the exception of one payment, has been in abeyance since 1914.

A contract has been signed by the Government for the construction of automobile highways throughout the republic, and it is anticipated that work on these will begin at an early date. It is intended to first complete a road between the international boundary at Laredo (Texas) and Mexico City, a distance of some eight hundred miles. At a later date work will be started on a highway from Mexico City to Chiapas on the Guatemalan boundary, thus providing through communication from the extreme north to the extreme south of the Republic. The cost of construction will be provided by the revenue derived from the gasoline and tobacco taxes, and is estimated to amount to a million pesos a month.

The mining industry continues to be in a satisfactory condition, silver production in particular having been favourably affected by high prices in the world market, and concessions in taxation made to important local producers. The following table gives particulars of production of the principal metals during the first four months of 1925, as compared with the corresponding period of 1924:—

	1925	1924
Gold	8,077	8,535
Silver	932,456	916,440
Lead	57,809	49,213
Copper	14,060	15,120
Zinc	6,391	3,453
Mercury	12,616	1,991
Antimony	327,400	55,472
Arsenic	1,545	610
	..Tons	

The condition of the petroleum industry is not so satisfactory, the exports for the six months ending June 30 last amounting to 61,235,000 barrels, as compared with 70,507,000 during the corresponding period of 1924—a decrease of 9,272,000 barrels, or nearly 14 per cent.

Manufacturing industries with the exception of those devoted to woollens and footwear report a decrease in orders. Certain cotton mills are stated, however, to be purchasing new machinery with a view to the increase of production. This industry is capable of wide expansion on account of the large local demand and the operation of the customs tariff.

Statistics of foreign trade for the first five months of 1925 show a satisfactory increase over those for the corresponding period in previous years, the figures being as follows:—

	Imports Pesos	Exports Pesos
1925	162,906,777	309,486,059
1924	110,474,660	288,631,280
1923	123,168,896	302,385,723

Of the imports, 71 per cent were supplied by the United States, which is a slight diminution as compared with years immediately preceding; next in importance is Great Britain, which supplied 8.4 per cent, and Germany with 7.2 per cent. Other countries which did an appreciable volume of trade with Mexico are France, Spain and Canada.

Exchange remains normal on New York and Montreal, with negligible variations from par. Closing quotations on New York for the month are 49.67 cents to the peso (par=49.85) for gold, and 48.97 for silver. Local discount on silver (against gold) is 1.40 per cent.

THE FOREIGN TRADE OF MEXICO

TRADE COMMISSIONER C. NOEL WILDE

VI

Imports of Drugs and Chemical Products

[All values are given in Mexican pesos, the par value of the peso being 49.85 cents Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

The imports of chemical and pharmaceutical products are divided, in the statistics, into some fifty separate items, which it is impossible to segregate into groups. The totals for the three selected years were: 1910-11, \$12,990,250; 1919, \$19,070,347; 1924, \$21,981,109.

The following gives a brief summary of the principal imports:—

Medicinal Drugs.—Patent medicines, and chemical products of a similar character are obtained in large quantities from foreign sources, but no detailed classification is provided in the statistics. A comparative statement of weight and values gives the following result: 1910-11, 486 tons (\$1,979,303); 1919, 727 tons (\$3,843,106); 1924, 1,477 tons (\$5,992,184).

It will be observed that the imports are increasing rapidly, and in spite of high duties it is probable that they will continue to do so. The principal countries of origin are the United States (50 per cent), France (30 per cent), Germany (15 per cent) and Great Britain (2½ per cent). Canada does not appear in the statistics, but it is probable that there are many items in which she could do a successful business.

Alkaline Cyanides, required for use in mining operations, constitute the largest single item classified under the heading of chemicals (as apart from drugs), and it is satisfactory to record that Canada has a substantial share of the trade, amounting to 40 per cent of the total. The figures for the three selected years are as follows: 1910-11, 5.352 tons (\$3,448,138); 1919, 5,084 tons (\$4,082,168); 1924, 11,596 tons (\$3,329,511).

Colours, in Powder or Crystals, were imported in 1910-11 to the extent of 2,714 tons, valued at \$1,347,412, which decreased in volume in 1919 to 1,598 tons, but increased in value to \$2,498,100. In 1924 the figures were 3,219 tons, valued at \$2,628,793. Germany is the principal source of supply, with 55 per

cent of the total, but the United States, Holland, Belgium, Great Britain, and Switzerland also supply quantities valued at upwards of \$100,000 each.

Caustic Soda and Caustic Potash form an important article of commerce, being required largely in the manufacture of soap. The imports in 1924 were 12,111 tons, valued at \$1,648,322, and in previous years as follows: 1910-11, 8,307 tons (\$854,859); 1919, 5,750 tons (\$1,044,731).

Colours, Prepared, were imported in 1924 to the extent of 1,604 tons, valued at \$1,287,395, the figures for previous years being: 1910-11, 1,341 tons (\$570,021), and 1919, 1,684 tons (\$1,196,723). The United States, Great Britain and Germany supply the bulk of the demand. A report on this subject appeared in *Commercial Intelligence Journal* No. 1083, (November 1, 1924).

Salts and Oxides for Industrial and General Purposes were imported in 1924 to the value of \$640,689, principally from Germany. This had decreased in recent years, the value for 1919 being \$738,752.

Carbide of Calcium is in large demand for industrial purposes, and the imports are rapidly increasing. The figures for 1910-11 were 1,033 tons (\$127,375), and in 1924 they reached 3,879 tons (\$536,891). The United States and Norway are the principal countries of origin, but Canada is credited with 186 tons in 1924; this quantity seems to be susceptible of increase.

Carbonate of Potassium and Sodium are large items, the figures being as follows: 1910-11, 2,611 tons (\$128,551); 1919, 3,155 tons (\$261,495); 1924, 7,076 tons (\$471,093). Practically the whole is supplied by the United States and Great Britain.

Other Acids, such as acetic, boric, citric, chromic, formic, phosphoric, lactic, oxalic, pyroligneous and tartaric, accounted for \$338,424 in the year 1924, but no details are available of the value or volume attributable to each.

Disinfectants Derived from Coal Tar accounted for \$338,380 in 1924, the weight represented being 800 tons. For 1919 the figures were 743 tons valued at \$371,691, but no comparison is possible with earlier years. Practically all comes from the United States, Great Britain and Germany.

Acid, Sulphuric, has increased from 2,170 tons in 1910-11 to 3,847 tons in 1919 and 8,545 tons in 1924, the value for the last-named year being \$300,117. The United States and Holland supplied 90 per cent of the total.

Varnishes, White or Coloured, account for 239 tons in 1924, of a value of \$795,663, of which more than 90 per cent comes from the United States. This also is an item which deserves attention on the part of Canadian exporters.

Acid, Arsenous.—The imports have increased from 78 tons in 1910-11, and 43 tons in 1919, to 188 tons in 1924, the value in the last-named year being \$288,028. The United States, France, Japan and Germany are the principal sources of supply.

Size for Paper and Textiles, liquid soaps, and similar products, were imported in 1924 to the extent of 958 tons valued at \$267,033, the figures for 1910-11 being 692 tons valued at \$174,129; the United States, Germany and Great Britain are the principal sources of supply.

Ammonia.—Imports in 1910-11, 353 tons, and in 1924, 482 tons, the values being \$120,116 and \$252,178 respectively. Eighty per cent of the total comes from the United States, but Canada can compete.

Yeast for industrial use is in steady demand, the figures being: 1910-11, 246 tons (\$184,476); 1919, 170 tons (\$158,518), and 1924, 228 tons (\$250,939). Practically the whole of this comes from the United States.

Salt, common, for industrial and domestic use, was imported in 1924 to the value of \$247,261, practically all from the United States. This item has increased largely, the figures for previous years being: 1910-11, \$23,102; and 1919, \$138,048.

Shoe Polish and similar preparations were imported in 1924 to the value of \$230,379 from the United States, Great Britain and Germany. In previous years they were not separately classified, so no comparison of the course of the trade is possible.

Ether was imported in 1924 to the value of \$202,361, principally from the United States and Germany. This is another item in which Canada could probably compete.

Acids, Carbonic, Hydrochloric and Sulphurous, account for 1,303 tons, of a value of \$199,184 in 1924, the imports having doubled since 1910-11. The United States supplied \$152,628 of this value, Sweden and Germany being responsible for the balance.

Absorbent Gauze and Cotton are important items, the figures being for 1911, 176 tons (\$198,079), and for 1924, 231 tons (\$526,841); practically the whole of this comes from the United States, but Canada can compete, and the item deserves attention.

Sulphates of Aluminium, Chromium, Magnesium, Potassium and Sodium were imported in 1924 to the value of \$189,522.

Silicates of Aluminium, Potassium and Sodium, required in the china industry, were imported in 1924 to the amount of 1,819 tons, valued at \$181,803, from the United States and Great Britain. This business has also decreased, the total for 1910-11 being 2,780 tons, valued at \$133,106, and for 1919, 1,394 tons valued at \$204,920.

Nitrates of Potassium and Sodium (Salitre), required principally for use as fertilizers, were imported as follows: 1910-11, 6,478 tons (\$690,041); 1919, 864 tons (\$143,091); 1924, 799 tons (\$155,198). In 1910-11, eighty per cent of this amount came from the Chilean nitrate fields, but this trade gradually ceased, and in 1924 not a single ton was derived from this source. The principal source of supply is now Germany, but it is understood that Chile is again making an effort to secure the business.

Phosphorus, white and red, for use in the match industry, was imported in 1924 to the value of \$149,433, from Germany (40 per cent), the United States (40 per cent), and France (9 per cent).

Tanning and Dyeing Extracts are imported in fair volume, the figures being for 1910-11, 215 tons valued at \$55,049; for 1919, 129 tons valued at \$106,148; and for 1924, 505 tons valued at \$117,842. The United States, Argentina, France and Germany are the chief sources of supply.

Among other items of smaller importance may be mentioned the following, the values in brackets being for the year 1924: nitric acid (\$34,495), amyl and methyl alcohol (\$29,332), bicarbonate of potassium and sodium (\$90,490), chlorate of potassium, sodium and barium, (\$78,426), cream of tartar (\$21,690), hyposulphite of soda (\$96,110), medicinal soaps (\$32,003), sulphate of copper (\$34,119), sulphites, bisulphites and trisulphites of calcium, potassium and sodium (\$98,684) and sulphide, bisulphide and tetrachloride of carbon (\$39,445). The classification also includes writing ink (\$91,223) and medicinal wines (\$97,920).

IMPORT TRADE OF CHINA, 1924

TRADE COMMISSIONER L. M. COSGRAVE

II

[The first part of this summary from the Chinese Maritime Customs Annual Report on the Import and Export Trade of China for 1924, was published in our last issue.]

The net foreign imports into China during 1924 were valued at Hk. tls. 1,018,210,677, as compared with Hk. tls. 923,402,887 in 1923. At the average rate of exchange for the year—3s. 7 $\frac{1}{2}$ d. the 1924 value is equivalent to £186,406,798. The average rate for 1923 was 3s. 5 $\frac{1}{2}$ d. and the total value of the net imports trade for that year worked out therefore at £160,633,627. These figures, however, should not be taken as an accurate indicator of the volume of the year's import trade. Values assessed in Haikwan taels are naturally subjected to exchange fluctuations, and, moreover, economic and political conditions in the countries of origin have a great influence on the value of the goods imported into China, so that the same quality and quantity of a certain merchandise which one year was valued at 100 may have been valued at 95 in the preceding year and may rise to 105 the following year. These fluctuations will naturally affect the figure for the total value of imports during any particular year, independently of the expansion or shrinkage of the volume of trade. From the remarks on the principal articles of import which follow hereunder, it will be possible to form an estimate of what expansion has taken place in the import trade of 1924; but it would be misleading to arrive at this estimate merely from the value figures just quoted. These figures are nevertheless important inasmuch as they are an indication of the sums involved during the past year in import transactions and of the purchasing capacity of the Chinese population. From this last point of view the table which follows may be of interest, as it shows the values of the principal groups of articles of import—cotton goods, woollen goods, metals and minerals and sundries—for the past three years. It should be explained that the values entered for the first three groups refer to the aggregate value of all the items comprising these groups as actually passed through the Customs during the years referred to. In the case of the last category—sundries—only about 50 per cent of the articles have been included. The total for each year must be taken to represent about three-fourths of the total direct foreign import trade of China.

Imports Direct from Foreign Countries

In thousands of Haikwan taels (000 omitted)
One Haikwan Tael = \$0.80 C.C. (approx.)

Commodity	1922	1923	1924
	Hk. Tls.	Hk. Tls.	Hk. Tls.
Cotton goods	218,523	173,520	188,501
Woollen goods	8,794	19,042	17,693
Metals and minerals	49,928	44,938	67,770
Sundries	410,007	446,523	486,372
	<hr/> 687,252	<hr/> 684,023	<hr/> 760,336

METALS AND MINERALS

Building activities in the north, on the Yangtze and at Shanghai, created in the first half of the year a good market for structural steel manufactures, but on the whole the metal trade during 1924 was not considered very lucrative. Floods and civil warfare interfered during the summer and autumn months, with the means of transportation, and also affected the solvency of up-country buyers. Dealers who were heavily laden with steel stocks were unable to make delivery to buyers in the interior, and when delivery was made they were often unable to collect payment. Another factor which had an influence on the metal trade was the decline in the sterling cross rate between America and England which caused a rise in the prices of American and British manufactures and diverted the China trade to Continental Europe. Towards the end of the year—during the last two months, in fact—a revival occurred, more especially in the demand for galvanized iron sheets, tinned plates, iron tubes, and bamboo steel, and as the sterling and gold dollar cross rates had improved, the greater portion of the business was done with America. A feature of the year was an almost total abstention on the part of railway administrations from buying supplies, which of course did not contribute to increase the prosperity of the metal trade. A comparative table for a few of the more important articles follows hereunder:—

	1923 Piculs	1924 Piculs
Copper.. . . .	255,152	597,097
Iron and mild steel Mfgs. new and old.. . . .	4,732,003	7,697,890
Iron galvanized sheets and wire.. . . .	383,973	478,598
Lead.. . . .	183,401	197,026
Quicksilver.. . . .	1,435	901
Steel.. . . .	137,018	184,451
Tin in slabs manufactured.. . . .	58,544	58,989
Tinned plates	493,162	892,819
Iron ores.. . . .	51,399	26,242

MACHINERY

In the earlier part of 1924 the demand for the equipment of new factories and commitments against capital (as distinct from general replacements and repairs against running expenses) was very dull owing to financial stringency. The great number of inquiries placed before machinery importers was as strong as ever; lack of money, however, on the part of intending buyers prevented further developments. Towards the middle of the year there was a distinct improvement, old estimates were revived, and serious business was started on a healthy basis; orders were placed and negotiations advanced to the point of fulfilling the hopes which had been entertained for 1924. Unfortunately, the outbreak of civil war in September caused a complete collapse of the trade; contracts about to be placed were temporarily abandoned, other negotiations fell through and inquiries for new plant ceased altogether. Furthermore, money due on goods supplied could not be collected, and a strong desire to cancel orders became manifest, so that the end of the year saw the machinery market in China almost paralyzed. The Chinese undoubtedly need more machinery, and machinery of a better quality, and if they were able to develop their industries with immunity from the disturbing effects of political complications, there should be a brilliant future for machinery in China. The following is a comparison of the import figures for the last three years:—

	1922 Value Hk. Tls.	1923 Hk. Tls.	1924 Hk. Tls.
Agricultural machinery.. . . .	695,732	301,716	279,158
Propelling machinery etc..	2,395,490	1,474,349	1,906,155
Textile machinery.. . . .	30,480,376	12,316,486	5,709,569
Embroidery, knitting and sewing.. . . .	634,369	463,263	633,224

ELECTRICAL MATERIALS

The continued state of unrest hampered and retarded the development of this industry, while intense international competition depressed prices to such an extent that the year's result is reported to have been far from profitable to those engaged in the trade. The total value of electrical materials and fittings imported into China from abroad, which in 1923 was 8.1 million taels, was in 1924 8.2 million taels and the share taken by the principal countries of origin during the last two years was as follows:—

	1923 Hk. Tls.	1924 Hk. Tls.
America	1,322,002	1,215,343
Belgium	232,707	313,231
Germany	2,064,119	2,170,973
Great Britain	1,244,519	1,236,112
Holland	219,062	366,836
Japan	2,495,131	2,170,844

TIMBER

The year under review was notable for heavy speculative buying by Chinese dealers during the spring. It should be remembered that at the end of 1923, stocks of foreign woods in the Chinese yards were at a low ebb. Prices at the beginning of 1924 were high, and the demand from Japan for reconstruction work after the earthquake was expected to maintain the prices at a high level. In consequence some 60,000,000 feet of softwood mostly from the United States and Canada were imported during the spring at an average cost of about Shanghai taels 65 per 1,000 feet B.M. Subsequently, the demand from Japan having come to an end, the accumulated stocks (held by Japanese orders) were dumped on the China market by American mills at sacrifice rates, which fell as low as tls. 37 per 1,000 feet B.M. In the autumn there occurred again a rise, and selling rates for Oregon pine towards the end of the year were about tls. 45, although it is said that trading among the Chinese dealers was effected even at tls. 38. The year closed with heavy stocks to be carried over due to excessive buying at low prices in the spring and summer and the interruptions of trade on account of floods and internal political complications. The total importations of soft wood timber during 1924 was 287,824,072 superficial feet, more than double the 1923 importations which amounted to 125,136,134 superficial feet, and exceeding the 1922 figures by some 55 million superficial feet. Hardwood timber, on the other hand, did not exhibit any great variations from 1923, the total importations being 1,693,313 cubic feet, as against 1,589,265 cubic feet during the previous year.

TARIFF CHANGES AND CUSTOMS REGULATIONS**Definition of Canadian Bentwood Chairs by the South African Customs Authorities**

TRADE COMMISSIONER G. R. STEVENS

Cape Town, July 13, 1925.—In the new South African Customs Tariff the following definition of furniture should be drawn to the attention of Canadian exporters of chairs and chair stock:—

	Minimum Tariff Special	Maximum Tariff General
269. Furniture; wooden, wicker, cane and grass:—		
(a) Seagrass and Rattancore and Wicker chairseach..	£0. 3. 9	£0. 3. 9
(b) Seagrass and Rattancore and Wicker setteeseach..	0. 7. 6	0. 7. 6
(c) Bentwood chairsad valorem..	20 per cent	20 per cent
plus a suspended duty of 1s. each.		
(d) other and parts thereofad valorem..	25 per cent	25 per cent

Practically all the cheap chairs imported into South Africa come from Canada. The duty has been raised upon this item from 17 per cent to 20 per cent through the withdrawal of the Canadian preference. In addition, a suspended duty of 1s. per chair is to be applied when the local manufacturers prove their ability to manufacture this article efficiently. Requests have already been received from local manufacturers for the application of this suspended duty, and it is probable that in the near future such requests will be considered. The addition of the suspended duty will raise the ad valorem assessment upon this item to approximately 40 per cent. In the meantime the Customs authorities have defined bentwood chairs as chairs, the frames (backs, legs, etc.) of which are made entirely of wood that has been bent under a steam pressure. Other chairs of similar type but without these distinguishing characteristics will be entered under item 269 (d) and duty will be levied at the rate of 25 per cent ad valorem.

Duty on Rubber Tires in Holland

With reference to the rate of duty quoted for rubber tires under the new tariff of the Netherlands (see *Commercial Intelligence Journal* No. 1119, July 11, 1925, page 40), the complete new tariff as published shows that the rate of 8 per cent ad valorem is applicable to "tires for use on motor cars, cycles or carriages, and tires of all kinds for inner or outer use, both pneumatic and other, partly or wholly manufactured of resilient or elastic rubber, for use on wheels of vehicles, tires for wheels of baby carriages, mailcars, aeroplanes, toy perambulators and other toys, including all similar tires; also wheels, wheel rims fitted, at the time of import, with tires wholly or partly manufactured of resilient or elastic rubber." There is, however, a rate of 5 per cent ad valorem on "rubber or gutta percha strips for tires of carriages, baby carriages, and other vehicles, provided with an edge or internally provided with a metal wiring."

Mexican Duty on Fresh Fruit Increased

Mr. C. Noel Wilde, Canadian Trade Commissioner in Mexico City, writes under date August 6, 1925, that the rate of duty in the Mexican Tariff under fraction 91-A has been increased to 0.06 centavos per gross kilo, equal to 1.36 cents (Canadian) per pound.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Acting Canadian Trade Commissioner at Auckland, for two sets of 110,000 volt arresters and three sets of 50,000 volt arresters required by the Public Works Department, Wellington, in connection with the Waikato Power Scheme (Penrose Substation). These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on October 20, should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Government Buildings, Wellington, in accordance with these specifications.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1028. CHEESE.—An importer of food products in Brussels would like to secure agency for Canadian exporter of Kraft cheese.

1029. CHEESE.—A firm in Ghent, Belgium, wish to buy cheddar full cream cheese, yellow, weight 30 to 40 kilos each, and other Canadian cheese.

1030. CHEESE.—Belgian importer of cheese would like to add representation of Canadian firm.

1031. DAIRY PRODUCTS.—Antwerp firm wish to hear from Canadian exporters of food products: cheese, butter, etc.

1032. CANNED FRUITS.—Importing house in Padang desires samples and c.i.f. prices Emmahaven (Sumatra) for canned fruits. They are particularly interested in Bartlett pears.

1033. CANNED CHUM SALMON.—Importer in Padang, Sumatra, desires samples and labels and c.i.f. prices Emmahaven.

1034. CANNED CHUM SALMON.—Importing firm in Padang, Sumatra, desire samples, labels and c.i.f. prices Emmahaven, Sumatra.

1035. CANNED SALMON.—Leading Dutch import house in Batavia, Java, desires c.i.f. prices, samples, labels and all particulars.

1036. CANNED CHUM SALMON.—Importers in Batavia, Java, desire samples and labels and c.i.f. prices.

1037. CANNED CHUM SALMON.—Importer in Batavia desires c.i.f. prices Batavia, samples, labels and other particulars.

1038. MACARONI AND VERMICELLI.—Importer in Batavia desires samples and c.i.f. prices. Prices must be cheap.

1039. ROLLED OATS.—Importer in Batavia, Java, desires c.i.f. quotations of rolled oats in 1 and 2 pound tins. Prices must be competitive with Quaker oats. Samples desired.

1040. CANNED GOODS.—Importing firm in Batavia, Java, desire c.i.f. prices and particulars and a few samples of canned fruits, vegetables and meats. Agency desired.

1041. Well-established Antwerp co-operative firm would like to hear from Canadian exporters of dairy products, eggs, salmon, bacon, lard, dried apples, grains and flour; also tobacco.

1042. CANNED GOODS, GRAINS, FLOUR.—Antwerp importer wishes to hear from Canadian exporters of food products, especially canned salmon and lobster, grains and flour.

1043. MILK, LARD, SALMON.—Well-established import-export firm in Brussels desire exclusive representation of Canadian manufacturers of condensed milk, lard and canned salmon.

Miscellaneous

1044. FEEDSTUFFS, GRAIN, OILCAKE.—Antwerp firm would like to act as agents for Canadian exporters.

1045.—ASBESTOS.—Belgian importer of crude asbestos and fibre requests samples and quotations.

1046. ASBESTOS.—Commission agent in Antwerp would like representation of Canadian exporter of asbestos.

1047. **CHEMICALS.**—Antwerp firm desire quotations from Canadian exporters of acetone, acetic acid, talc, arsenic and chemicals employed in the tanning, soap, paint and varnish industries.

1048. **CHEMICALS, ETC., FEEDSTUFFS.**—A Dublin firm wish to purchase on own account heavy chemicals, acids, carbide of calcium, etc.; also feeding stuffs.

1049. **RIBBONS.**—Importer in Batavia, Java, desires to obtain ribbon, artificial silk, 17 lines, packed in 10-metre rolls on paper. Colours: black, dark brown, and white. Competitive price \$4.24 (gold) c.i.f. Batavia per 100 metres, less 5 per cent discount and less 5 per cent commission. Importer orders 20,000 metres every quarter. Sample on file.

1050. **LADIES' HOSE.**—Leading Dutch import house in Batavia, Java, desires ladies' hose, artificial silk, at from \$3.04 (gold) c.i.f. Batavia per dozen. Samples of various styles and colour card must be sent.

1051. **MEN'S LISLE SILK HOSE.**—C.I.F. price Batavia, \$4.80 (gold) per dozen. Sample and range of colours desired by commission agent in Java.

1052. **HOSE.**—Importing firm in Batavia are in the market for ladies' hose. Competitive price, artificial silk \$3.04 a dozen c.i.f. Batavia. Men's lisle hose; competitive price 12 fl. per dozen c.i.f. Batavia.

1053. **BATHING SUITS.**—Ladies' bathing suits with skirts. f.o.b. price \$8 (gold) per dozen. Sample desired by commission agent, Weltevreden, Java. Men's bathing suits with skirt, f.o.b. price \$6.75 (gold); sample also desired.

1054. **SINGLET.**—Samples similar to American "Keep Kool" desired by commission agent in Weltevreden, Java; f.o.b. price \$4.50 (gold) per dozen.

1055. **MOCCASIN SLIPPERS.**—A London footwear agent possessing showrooms and an established connection with buyers, wishes to secure the representation of a Canadian manufacturer of ladies' moccasin slippers.

1056. **Agent in Batavia, Java, wants leather—box hides; colours, black and brown; light, medium and heavy; only low grade No. 3. Competitive c.i.f. prices Batavia, 18.5 cents (gold) for heavy and 17 cents (gold) for medium and light.**

1057. **LEATHER.**—Bellies, small, about 4½ to 6 pounds—the lighter the better—all grades desired by importing house in Batavia, No. 1 grade, competitive price, 20 cents (gold) c.i.f. Batavia.

1058. **PATENT LEATHER.**—Importer in Batavia, Java, desires cheap qualities of patent leather in black, brown (dark and light), and other colours.

1059. **LEATHER (WHITE GLACE).**—Importer in Batavia, Java, desires white glace leather, cheap quality; competitive price c.i.f. Batavia 19 cents (gold) per square foot.

1060. **LEATHER (WILLOW HIDE).**—Importer in Batavia, Java, is in the market for willow hide leather, nigger brown colour, 2nd and 3rd grades, and also double thickness for waistbelt making. Competitive prices c.i.f. Batavia, grade 2, 22 cents (gold) per square foot. Grade 3, 21.5 cents (gold) per square foot. Samples of leather on file.

1061. **NEWSPRINT AND WRAPPING PAPER.**—An important Antwerp firm wish to hear from Canadian exporters of white newsprint paper; weight about 50 grammes per square metre, and of wrapping paper of same thickness. Samples on file.

1062. **BRISTOL.**—Old-established Dutch firm in Batavia desire Bristol (rose) 50 by 65 cm. /50 kilo. C.i.f. price Java, 14 cents (Canadian) per kilo. Sample on file.

1063. **SHOEMAKER'S TWINE.**—Sample and c.i.f. price Batavia, desired by importer in Batavia, Java.

1064. **LEAD PENCILS.**—Well-known importer in Batavia, Java, desires samples and c.i.f. prices Batavia of lead pencils.

1065. **LEAD PENCILS.**—Importer (Government contractor) desires lead pencils at 57 cents (Canadian) c.i.f. Batavia per gross.

1066. **CROWN CORKS.**—Commission agent in Batavia, Java, desires crown corks. Samples and c.i.f. prices. Competitive price 1s. 0½d. c.i.f. Batavia, with 5 per cent commission, per gross.

1067. **CROWN CORKS.**—Prominent British import house in Batavia desires samples and c.i.f. prices of crown corks. Competitive price 1/0½ per gross c.i.f. Batavia, with 5 per cent commission.

1068. **RUBBER-SOLED CANVAS SHOES.**—Importer in Batavia desires agency for Canadian rubber-soled canvas shoes similar to "Keds." C.i.f. prices and samples desired.

1069. **RUBBER-SOLED CANVAS SHOES.**—Importer in Batavia is in the market for rubber-soled canvas shoes. C.i.f. prices and samples.

1070. **REINS.**—Importer in Batavia is in the market for reins, canvas with interior rubber veins, 25 mm. width, in all thicknesses from thin to thick, packed in rolls of 70 and 100 metres, in all bright colours. Competitive price 4, 6 and 8 cents (gold) per metre c.i.f. Batavia, according to thickness.

1071. **ROLLING STEEL BLINDS.**—Antwerp firm would like to hear from Canadian manufacturers of blinds and shutters of wood or steel.

1072. **HORSE SHOE NAILS.**—Old-established Dutch firm in Batavia, Java, desires samples and c.i.f. prices.

1073. **GALVANIZED WIRE.**—Importing firm in Batavia, Java, desires c.i.f. quotations for galvanized wire 3 and 4 mm.

1074. **ELECTRIC LIGHT SIGN.**—Leading automobile importer in Medan, Sumatra, desires particulars and prices for an electric light sign.

TO CARDIFF AND SWANSEA.—Canadian Victor, Aug. 28; Canadian Leader, Sept. 11—both C.G.M.M.

TO GLASGOW.—Letitia, Aug. 28; Saturnia, Sept. 4; Athenia, Sept. 11—all Anchor-Donaldson; Montreal, Sept. 3; Metagama, Sept. 10—both Canadian Pacific.

TO BELFAST AND DUBLIN.—Lord Londonderry, Head Line, Sept. 13.

TO ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Carrier, Aug. 25; Canadian Runner, Sept. 8; Canadian Otter, Sept. 22—all C.G.M.M.

TO BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Aug. 25; Berwyn, Sept. 12—both Canadian Pacific.

TO BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Fisher, C.G.M.M., Sept. 9.

TO ST. JOHN'S, Nfld.—Hillbrook, Murray Transports, Aug. 27; Canadian Sapper, C.G.M.M., Sept. 4.

TO WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS. Co., Sept. 2.

TO ANTWERP.—Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22—all C.G.M.M.; Minnedosa, Aug. 26; Melita, Sept. 9—both Canadian Pacific.

TO ROTTERDAM.—Porsanger, Intercontinental Transports, Sept. 8.

TO HAVRE.—Laval County, Intercontinental Transports, Sept. 5.

TO AUSTRALIAN PORTS.—Canadian Cruiser, C.G.M.M., Aug. 31.

TO NEW ZEALAND PORTS.—Canadian Prospector, Aug. 25; Canadian Constructor, Sept. 25—both C.G.M.M.

TO SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster, Sept. 15.

TO COPENHAGEN AND BALTIC PORTS.—Virginia, Scandinavian-American Line, Sept. 5.

TO YOKOHAMA AND SHANGHAI (via VANCOUVER).—Canadian Skirmisher, C.G.M.M., Aug. 29.

From Quebec

TO LIVERPOOL.—Regina, Aug. 29; Canada, Sept. 5; Doric, Sept. 12; Megantic, Sept. 19—all White Star-Dominion Line.

TO SOUTHAMPTON.—Empress of Scotland, Sept. 2; Empress of France, Sept. 16—both Canadian Pacific.

TO AVONMOUTH.—Colonian, Aug. 29; Oxonian, Sept. 5; Cornishman, Sept. 19—all White Star-Dominion.

TO GLASGOW.—Montnairn, Canadian Pacific, Aug. 27.

TO HAMBURG.—Empress of Scotland, Sept. 2; Empress of France, Sept. 16—both Canadian Pacific.

From Halifax

TO LIVERPOOL.—Sachem, Sept. 5; Newfoundland, Sept. 20—both Furness, Withy.

TO ST. JOHN'S, Nfld.—Sachem, Sept. 5; Newfoundland, Sept. 20—both Furness, Withy.

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Aug. 28; Chaleur, Sept. 11—both R.M.S.P. Co.

TO SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Sept. 16.

From Vancouver

TO YOKOHAMA AND SHANGHAI.—Canadian Importer, C.G.M.M., Sept. 12.

TO YOKOHAMA, KOBE AND HONG KONG.—Philoctetes, Blue Funnel, Sept. 3.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Australia, Sept. 3; Empress of Asia, Sept. 17—both Canadian Pacific.

TO LONDON.—Loch Katrine, late August; Dinteldyk, early September; Loch Monar, late Sept.—all R.M.S.P. Co.; a steamer, Isthmian Line, late August; Canadian Seigneur, C.G.M.M., Sept. 3.

TO LIVERPOOL.—Loch Katrine, late August; Loch Monar, late Sept.—both R.M.S.P. Co.; a steamer, Isthmian Line, late August.

TO MANCHESTER.—London Merchant, Sept. 1; London Shipper, Sept. 13—both Manchester Liners.

TO AVONMOUTH.—A steamer, Isthmian Line, late August.

TO WEST COAST UNITED KINGDOM PORTS.—Canadian Scottish, Aug. 25; Canadian Highlander, Sept. 25—both C.G.M.M.

TO BORDEAUX, HAVRE AND ANTWERP.—Arkansas, Sept. 5; Georgia, Sept. 15—both Cie. Gle. Transatlantique (French Line).

TO ANTWERP.—Loch Katrine, late August; Dinteldyk, early September; Loch Monar, late Sept.—all R.M.S.P. Co.; Canadian Seigneur, C.G.M.M., Sept. 3.

TO ROTTERDAM.—Loch Katrine, late August; Dinteldyk, early Sept.; Loch Monar, late Sept.—all R.M.S.P. Co.

TO HAMBURG.—Dinteldyk, R.M.S.P. Co., early September.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Aug. 26; Aorangi, Sept. 23—both Canadian-Australasian Royal Mail Line.

TO AUCKLAND AND SYDNEY.—Canadian Trooper, C.G.M.M., Sept. 15.

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COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cormack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 500. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

Irish Free State

A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

W. McL. Clarke, Via Manzoni 5, Milan 2. *Cable Address, Canadian.*

Japan

A. E. Bryan. Address for letters, P.O. Box 230; office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

New Zealand

C. M. Croft, Acting Trade Commissioner. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P. O. Box 683; Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands). *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENT

Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

SPECIAL CANADIAN REPRESENTATIVES

United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Canadian Building, Trafalgar Square, London, S.W.1, England.

France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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UNIVERSITY OF TORONTO

Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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JAPAN'S EXPORT GUILDS LAW

TRADE COMMISSIONER A. E. BRYAN

Kobe, July 22, 1925.—In times of business depression a great deal is heard about new measures designed to improve domestic and export trade. Probably in no other country in the world do the commercial interests obtain better protection and guidance from the State than in Japan. The luxury tariff of 100 per cent was imposed on a long list of articles with a view to assist the native manufacturers. The dye industry is heavily subsidized, importation being only possible by special Government permit. The gold export embargo is designed to protect the outflow of specie from Japan; and the apple import embargo keeps apples and some other fruits out of the country. In addition there are various Government enactments covering the export of raw silk, silk piece goods, safety matches, enamelware, braids, knitted goods, brushes, pencils, cotton textiles, crab, glassware, etc. With a view to ensure uniformity and thus to stimulate a demand from foreign buyers, all these products must pass inspection before being shipped abroad. It is said that plans are under consideration to help the local soda ash industry, the electrical industry, and the iron and steel industry. Reports are also current that the import duty on wheat may soon be increased; and the domestic lumber interests are endeavouring to have import duties placed on timber which is at present admitted free, and in which Canada is greatly interested. All the more important steamship lines are heavily subsidized, and assistance may be given to the Osaka Shosen Kwaisha to open up a new line to East Africa in order to further develop Japan's export trade in that direction. Japan is at a great handicap industrially owing to her dearth of natural resources; and, on the other hand, her one great asset in this field—man-power

and cheap labour—is now more or less a thing of the past owing to the great rise in the cost of living. It is therefore not unnatural that those in authority should make every effort to increase production and obtain a larger share of the world's export trade.

Perhaps nothing has created more interest and comment on the part of commercial interests generally throughout Japan and elsewhere than two laws which have just been passed by the Diet for the purpose of increasing the sale of Japanese products abroad. Their essence consists in the requirement that all business men interested and experienced in export trade shall organize guilds in order to take united action in the purchase of raw materials, the installation of machinery, the inspection of manufactures for export, the investigation of conditions in foreign markets, and the standardization of goods, etc. In other words, the authorities are of the opinion that if the products of Japan have not been favourably received abroad in the past, it is because there are defects in the way in which goods now pass from producer to exporter, and that there must be something lacking in the methods of export. These enactments are known as the "Export Manufacturers' Guild Law" and the "Export Guild Law."

THE EXPORT MANUFACTURERS' GUILD LAW

This law aims at organizing guilds for the improvement and development of manufactured articles for export, at taking various measures in the common interest, and in the remedying of business malpractices.

The Japanese are said to be a very fastidious people, and much time and money is wasted owing to the undue multiplication of varieties in shape, colour, quality, etc., of manufactured products. It is said, for instance, there are as many as eighty-five different kinds of 1-pound cans sold in the various retail provision stores. The manufacture of goods of superior quality, which should be one of the aims of exporters, is rendered almost impossible by the endless multiplication of varieties of the same products; while standardization in shape, as in the case of canned goods, would also simplify transportation and packing. The elimination of waste that would thus be brought about would also afford greater opportunity for developing and increasing technical skill, and so improve Japan's position as a manufacturing country. The new guild regulations will require such standardization, and will also bring the various small manufacturers in similar lines of business into alignment, so as to secure co-operative organization both in purchasing raw materials and also in improved methods of manufacturing. In addition, the Government will arrange loans to the guilds at a low rate of interest for the purchase of raw materials, machinery, tools, etc., and other regulations will be established.

THE EXPORT GUILD LAW

The object of this law is to get exporters of similar and related goods to associate in guilds to undertake their exportation, and to adopt joint measures for inspection, wrapping, packing, etc. Such guilds will further investigate foreign markets, seek the opening of new accounts, and generally further the interests of foreign trade. The Government will accommodate them with capital through certain banks and guarantee loans. Each guild will provide inspectors who will inspect all goods prior to exportation.

While not definitely specified, the following lines are said to have been chosen as those coming under the sphere of these two guild laws: cotton textiles, silk textiles, manufactures of textiles, knitted goods, machinery, watches and clocks, scientific apparatus and medical instruments, safety matches and match splints, porcelain and earthenware, glass goods, rubber goods, soaps, paper and paper articles, lacquerware, celluloid articles, leather and leather goods, vegetable

oils, heavy chemicals, braids, brushes, buttons, toys, provisions packed in tins or glass bottles or jars, enamelware, hats and caps, mattings, lead pencils, starch, bamboo wares and screens.

Whether an "Export Manufacturers' Guild" or an "Export Guild" will be formed to cover each and every article mentioned above is not expressly stated, but it is provided that when application is made to form a guild such decision rests with the minister in charge. However, once a guild is authorized, and as the exports of such commodities are all subject to inspection by the guild inspector, it will practically mean that all interested must belong to such guilds. Moreover, the law provides that the minister (or prefectural governor to whom his powers have been delegated) may order outsiders to conform to the rules or restrictions of such guilds. So that while the guilds are nominally to be voluntary organizations, yet the provisions of the law, if they are rigidly enforced, will make it necessary for all exporters, both foreign and Japanese, to join them.

Naturally there has been much criticism of the new law, particularly by the larger firms who have already built up established and reputable businesses. These firms regard it as an unnecessary tax on honest exporters and as conveying an unwarrantable imputation. It is true, on the other hand, that its practical operation confers on its members a sort of monopoly in the articles in which they deal. But this again may put a firm whose integrity could not be questioned at a disadvantage because a few mushroom small exporters may be able to combine, form a guild and enforce its regulations on an established house built up by its own initiative. Another objection on the part of many exporters is the gateway it opens to the inclusion of all manner of articles in the list of goods which must be exported under guild control. As the powers are delegated to each prefectural governor, the probable result will be that some particular article will be subject to guild law in one prefecture but not in another, and this will undoubtedly result in future complications.

A translation of the new Export Guild law has been forwarded to the Department of Trade and Commerce, Ottawa, from whom copies may be obtained by firms interested.

MARKET FOR LEATHER IN JAPAN*

TRADE COMMISSIONER A. E. BRYAN

II

In compiling this report, the writer was unable to obtain the figures for separate countries during the years 1922 and 1923, due to the fact that all Government records were destroyed at the time of the earthquake in September, 1923.

HAT LEATHER

During the last fifteen years the male population of Japan has to a great extent taken to the wearing of caps and hats. At first most of the hats sold were imported, but of late some six manufacturers as well as fifteen small makers have sprung up locally and these turn out thousands of felt hats, straw hats and caps annually.

Among the materials imported for the manufacture of hats in Japan, the most important seems to be leather sweat bands. While there are a few local factories making these from imported tanned sheep skins, half the requirements are imported, England supplying about 90 per cent. The home-made product is not of good quality, but is being gradually improved. Prices are much cheaper however and if the quality keeps on improving imports should greatly decline.

*The first part of this report was published in our last issue.

Colour and Designs.—British manufacturers only get out a very few designs which they consider suitable as compared with United States makers, who have upwards of two hundred different shades and designs. The prices of the British goods are always cheaper however and the Japanese are well accustomed during many years to the quality and reliability of the British hat leathers. British makers have five qualities or grades as against three in the case of American hat leathers. Light and dark brown shades seem the most preferred.

Dimensions.—The length of all hat leathers regardless of their purpose is 23½ to 24 inches. The width varies according to use as follows: for stiff hats and soft hats, 2 inches to 2¼ inches with edge unturned; for straw hats, 1¾ inches to 2 inches with edge turned; for caps, 1¼ inches to 1¾ inches with edge turned.

Prices.—British and United States hat leathers are sold at present at the following prices laid down in Japan:—

	1st Grade	2nd Grade	3rd Grade	4th Grade	5th Grade
British.. . . .Yen	55	48	35	30	24
United States.. . . "	60	52	36	..	..
Per gross leathers of 2½ inches wide.					

The present quotations c.i.f. Japan of a well-known British maker on medium quality are as follows: 2½-inch plain ruled edge, 37s.; 2-inch plain ruled edge, 35s.; 1¾-inch plain ruled edge, 33s.; 1¼-inch plain turned edge, 34s.; 1½-inch plain ruled edge, 28s.; 1½-inch plain turned edge, 25s.; 1¾-inch plain turned edge, 24s.; 1¼-inch plain turned edge, 22s. For a good quality, prices are about 3s. higher and for a common about 2s. lower per gross.

Annual Requirements.—Over 100,000 dozen soft hat leathers and 250,000 dozen cap leathers are imported annually into Japan, of which 90 per cent are British goods.

Importers are very much interested in the possibility of obtaining supplies from Canada, and if there are any manufacturers in the Dominion interested in this business, they should send samples and prices immediately to the Canadian Trade Commissioner, Japan, who will put them before firms interested.

Imports.—Samples of hat leathers at present sold in Japan from England and the United States have been sent to the Department of Trade and Commerce and may be seen on application.

The value of hat leathers imported during the last four years were as follows:—

	1921	1922	1923	1924
Great Britain.. . . .Yen	641,000	....	....	993,411
United States.. . . . "	67,000	....	....	41,717
Total.. . . .Yen	709,000	640,801	513,473	1,035,128

Import Duty.—The import duty on imported hat leathers is yen 88 per picul.

Brands on the Market.—The lion's share of the hat leather business is controlled by five well-known British and one American firm, whose names may be obtained on application to the Department of Trade and Commerce, Ottawa.

OTHER LEATHERS MADE FROM BULL, OX OR COW

Under the above section the Department of Finance in Tokyo compiles figures of import and countries of origin of other leathers made from bull, ox or cow as follows:—

	1921	1922	1923	1924
India.. . . .Yen	2,000	....	....	....
Great Britain.. . . . "	49,000	....	....	149,626
United States.. . . . "	2,000	....	....	76,605
Total.. . . .Yen	98,000	97,529	110,715	232,917

No doubt the import of chrome leather falls under this heading, although it may also include fancy leathers, furniture leather, etc.

There is a good demand for chrome leather for the summer trade, especially chrome sole leathers, as per sample available at the Department of Trade and Commerce, Ottawa. Prices should be around 30 cents per pound f.o.b. seaboard in order to interest Japanese buyers.

ROLLER LEATHER

A large trade is done with Great Britain in what is called roller leather. This is a light-coloured sheepskin made especially for use on spinning machines in the textile industry. The import duty is yen 69 per picul. Imports during the last four years have been as follows and are all from Great Britain: 1921, 254,000; 1922, 689,466; 1923, 307,456; 1924, 402,621.

SHEEP AND GOAT LEATHER

The most important kind of leather imported into Japan, as far as quantity is concerned, is that under the above heading. This is because it is by far the cheapest of all varieties, and as a result practically all trades use it. The principal consumers are purse makers, furniture manufacturers, upholsterers, and hat-leather makers.

Canadian firms interested in this trade must be in a position to meet competition from Indian (Madras) sheep skins. The following are figures of imports of sheep and goat leather during the last four years:—

	1921	1922	1923	1924
China.. . . . .Yen	40,000	....	....	592
British India.. . . . "	2,664,000	....	2,460,000	3,030,043
Straits Settlements.. . . . "	109,000	....	228,000	
Great Britain.. . . . "	2,000	....	230,000	15,391
United States.. . . . "	9,000	....	....	5,027
Australia.. . . . "	....	....	....
Total.. . . . .Yen	2,889,000	2,572,610	2,746,263	3,051,472

The import duty on this class of leather is yen 24 per picul.

OTHER LEATHER

This office has received inquiries also for glazed Kangaroo skins in blacks and browns, and would be glad to have samples and prices of similar leather produced in Canada.

LOCAL MANUFACTURERS

There are three large Japanese leather companies making sole leather, upper leather and chrome, and the names of these are on file. These firms are not of any special interest except in so far as they are users or consumers of large quantities of raw hides—a subject that is referred to later on in this report.

LEATHER MANUFACTURES

There is very little in the way of leather manufactured products imported into Japan except leather belting, which has been decreasing in quantity as compared with a few years ago.

Boots and shoes of leather do not amount to anything worth while in Japan's import returns, especially since the Luxury Tariff came into force in July of last year. Under this tariff leather boots and shoes are classified as a luxury and therefore subject to a duty of 100 per cent ad valorem. As a result of this enactment, a pair of foreign-made boots now costs about yen 45 per pair—a price that makes business absolutely hopeless. As a result one

They are used principally for making sole leather and for military purposes. Chinese cowhides are not suitable for belt making, as they are too small.

Prices of hides since 1922 have been quite low, Chinese calf hides ruling at the following prices (in yen) during 1923 per 133 pounds: January-February, 60; April, 68; September-October, 56; October-December, 64.

Green salted steer hides, weighing from 60 to 70 pounds packed in bundles, are what are required. Cow, calf, and bull hides are also purchased from Canada and the United States.

There is no import duty on hides coming into Japan, and firms able to supply regularly are advised to obtain the names and addresses of firms interested from the Department of Trade and Commerce, Ottawa, and write to them giving full particulars as to the source of supply, selection, prices, etc.

EXPORT OF LEATHER FROM JAPAN

It has already been pointed out that a considerable quantity of leather is now made in Japan. Japanese traders also are interested in foreign markets and are exporting leather and leather goods to countries as the figures for the last three years will show:—

	1922	1923	1924
Leather.. "	889,909	604,766	659,269
Leather manufacturers:			
Belts and Belting.. "	387,931	288,571	394,904
Other.. "	173,805	200,909	124,776
Total.. Yen	1,451,645	1,094,266	1,178,949

The countries to which this leather was shipped are not shown in the official returns, but no doubt the chief buyers were China and some of the other Eastern markets.

FURTHER DECLINE IN BRITAIN'S CEREAL CROP

TRADE COMMISSIONER HARRISON WATSON

London, August 14, 1925.—The Ministry of Agriculture issues concurrently the report on agricultural conditions on August 1, and the statistics of the areas under crop on June 4.

There is a continuation of the tendency of arable land to revert to pasture which has been experienced since the war and which has already discounted the special efforts which have been made to increase the home production of cereals. According to the published statistics, the total area under crops and permanent grass in England and Wales is 25,755,000 acres, or 122,000 acres less than in 1924. Rough grazings have increased by 82,000 acres, leaving a net decline of 40,000 acres. The area of arable land is 10,680,000 acres—a decline of 249,000 acres as compared with last year and about 3 per cent less than in 1914. It is to be noted that the decreased acreage applies to almost all cereal, root and vegetable crops, the only exceptions being a slight increase in grasses not for hay, a fractional growth in the area devoted to barley, and substantial increases in potatoes and sugar beet.

The crops of most interest to Canada are those of the three cereals, wheat, barley and oats, and the Ministry of Agriculture issues the following figures of acreage and estimated yield of these in comparison with 1924:—

	1924	1925	Production 1924	Production 1925
	Acres	Acres	Cwts.	Cwts.
Wheat..	1,545,000	1,499,000	27,260,000	25,715,000
Barley..	1,314,000	1,319,000	20,230,000	18,525,000
Oats..	2,038,000	1,867,000	29,980,000	25,070,000

The long spell of hot, dry weather, which had prevailed up to the middle of July, was extremely beneficial to the hay crop. It had also rescued the so-called corn crops from disaster which the cold and rainy conditions of the spring had threatened. By mid-July, however, most of the cereal crops were beginning to suffer from drought and the advent of the showery weather which was experienced during the concluding weeks of the month were welcomed as easing the situation. The earlier corn crops dried quickly as the result of the hot weather and, more especially in the Southern part of England, reaping was begun the third week of July, and by August wheat was being reaped in many districts. Unfortunately, however, the weather during the first fortnight of August has been unfavourable, and it is certain that not only has harvesting been delayed but some of the crops lying in the fields must have been adversely affected by the intermittent rains which have prevailed. If wet weather continues, it is evident that both the yield and quality of the wheat, barley and oats crops will be below the forecast.

The Ministry reports that as a rule wheat is healthy and the straw a good colour and that on August 1 the appearance of the uncut crops promised a yield of about 17.1 cwts. per acre, or more than $\frac{1}{2}$ cwt. below the average. Winter oats give very fair yields but spring sowings are variable. The prospective average yield is about $13\frac{1}{2}$ cwts.

The outlook for beans is $16\frac{3}{4}$ cwts. to the acre, which is above the average. Peas, on the other hand, are less satisfactory, being $13\frac{1}{4}$, or $\frac{1}{2}$ cwt. below the average. As regards potatoes, yields of early varieties have been generally light and small as the result of the drought. The main crops look well, but on the whole the present appearance of the crops suggests a yield per acre of about 6 per cent under average. The area under potatoes is rendered at 493,000 acres, or 41,000 acres more than last year. Roots generally have been somewhat affected by the weather but the yield is likely to be fair.

The satisfactory outlook for hay was referred to in a previous report. Haymaking was carried out very quickly during the hot weather and in most districts all was secured in excellent condition by the middle of July. The yield per acre of seed hay over England and Wales is now estimated at 30 cwts. per acre, or $1\frac{1}{2}$ cwts. per acre over a ten years' average. As to meadow hay, the result is less favourable but the general yield is forecasted at over $20\frac{1}{2}$ tons, which is slightly below average.

In the case of hops, the vine is healthy in the southeastern counties, but in many cases it is thin and short as the result of the drought. Some trouble was experienced from aphids, but crops are now free from pest and upon the whole, the yield is likely to be a little below the average.

COMMERCIAL CONDITIONS IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

IMPORT TRADE

Liverpool, August 6, 1925.—*Timber.*—The market throughout the month for New Brunswick and Nova Scotia spruce deals has been dull, and prices if anything have been weaker. Birch stocks have been ample for the limited demand, with recent prices in Manchester on a basis of £15 to £15 10s. c.i.f. for a merchantable line of Canadian planks. Floorings have been in demand, but keen competition among sellers has led to wide variations in prices. Pacific Coast woods have come forward more freely, and forward shipment quotations for Douglas fir reached the lowest level since the war, but were firmer toward the end of July. Sitka spruce, airplane grade, has continued in slow demand. For the month ending July 31, 1925, unofficial statistics of certain timber

imports, consumption and stock are given in comparison with the corresponding period of 1924, as follows:—

Liverpool

	Import		Consumption		Stock	
	1924	1925	1924	1925	1924	1925
British Columbia and Oregon pine..cu. ft.	46,000	86,000	29,000	40,000	130,000	186,000
Birch logs.. "	5,000	1,000	12,000	6,000	20,000	56,000
Birch planks.. "	92,000	41,000	41,000	52,000	156,000	205,000
Quebec yellow pine deals.. . . . stds.	980	870	470	390	4,100	4,340
Quebec red pine deals.. "	170	160	60	110	870	920
Quebec spruce deals.. "	Nil	Nil	90	330	1,260	940
N.B. and N.S. spruce, pine "	2,270	2,280	1,730	3,810	5,180	5,250

Manchester

	Import		Consumption		Stock	
	1924	1925	1924	1925	1924	1925
Quebec, etc., board pine.. . . .cu. ft.	Nil	39,000	Nil	36,000	78,000	81,000
Birch logs.. . . . "	4,000	9,000	4,000	10,000	1,000	9,000
Birch planks.. . . . "	15,000	68,000	18,000	8,000	56,000	148,000
British Columbia and Oregon pine.. "	13,000	47,000	38,000	18,000	32,000	80,000
Spruce deals.. . . .stds.	540	2,370	1,090	1,930	3,620	4,730

Grain and Flour.—The end of July finds the grain crop situation in England and Wales on the whole satisfactory with wheat promising well, and in the south, where crops have matured rapidly, cutting has commenced. While there is no definite information as to acreage, it is probably smaller than last year but with full average yields per acre, and grain of good milling quality is assured. During the past month English wheat values have been irregular, but average prices towards the close were around 53s. 6½d. per quarter.

During July flour prices have moved up and down continually, but finished with an average decline of 1s. 6d. to 2s. 6d. per sack. The trade has been largely carried on between home-milled and Australian flour, with little business offering for the Canadian or American product owing to high prices. Canadian export patents were offered at 45s. 6d. at the close of the month, and at this figure were decidedly under the prices of United States mills for similar grades of flour. Australian shippers have been asking 42s., but sales have been reported as low as 39s. Keen competition among domestic millers has made it very difficult to place imported flours at present prices.

The preliminary figures showing the imports of grain and flour to this area for the month of July are as follows:—

	Wheat	Flour	Maize	Barley	Oats
	Quarters	Sacks	Quarters	Quarters	Quarters
Liverpool..	610,825	32,445	67,432	56	8,677
Manchester..	232,491	7,217	12,731	....	9,872
Hull..	271,608	246	69,289	18,723	8,514

Butter.—The butter market has been quite active and consumption during July was undoubtedly well above the average. More interest has been shown in Canadian butter recently, and a steady distribution trade has been carried on with first grades offering at from 186s. to 190s. at the close of the month. Best New Zealand butter finished the month at from 196s. to 198s., with the best Australian brand around 4s. per cwt. cheaper. Towards the close of the month Siberian was offered at from 176s. to 180s., and it is reported that production of this butter has been below expectations owing to adverse climatic conditions. Danish choicest, which opened the month around 199s., closed at from 206s. to 208s.

Cheese.—Hot dry weather in this country, restricting home production and increasing consumption, has had a stimulating effect on prices for imported cheese. Finest Canadian, which opened the month around 100s. per cwt., closed

about 10s. higher. New Zealand cheese, which is now in short supply, closed at an average of 1s. better than Canadian.

Bacon.—Canadian bacon has been in moderate demand during July. Supplies of Danish have been small and American prices have continued firm. Prices at the close of the month on this market were as follows: Canadian Wiltshire cuts, 50 to 80 pounds average, 105s. to 110s. per cwt.; American Cumberlands, 24 to 36 pounds average, 104s. to 110s. per cwt.; American clear bellies, 14 to 20 pounds average, 118s. to 121s. per cwt.

The following are unofficial estimates showing the stocks of provisions in the port of Liverpool on July 31, 1925, in comparison with June 30, 1925, and July 31, 1924:—

	July 31, 1925	June 30, 1925	July 31, 1924
Bacon..	Boxes 8,153	10,957	6,111
Hams..	Boxes 4,850	3,086	8,685
Shoulders..	Boxes 848	535	792
Butter (all countries)..	Cwts. 4,787	3,378	1,708
Cheese (full shapes) Canadian and States..	Boxes 21,906	9,532	15,678
Cheese (full shapes) Australian and New Zealand..	Crates 236	2,173	315
Cheese (full shapes) 50 pounds and under..	Boxes 3,121	160	60
Lard (prime steam western)..	Tierces 1,954	2,134	692
Lard (imported pure refined lard) in tierces, firkins, or other packages..	Tons 6,734	5,115	3,645

Eggs.—As a result of the improved packing and the new regulations now in force in Ireland, there has not been the usual heavy supply of faulty Irish eggs on this market during July. Hot weather has assisted in moving local stocks. Irish fresh eggs at the close of the month were quoted from 14s. to 16s. The arrivals of fresh Russian and Polish eggs are about finished for the early season. Danish eggs are reported dearer and are worth on the spot from 15s. to 16s. 6d. Little inquiry is reported at present for Canadian eggs for autumn shipment.

Hay.—Over 12,000 bales of Canadian hay arrived at Liverpool during July, a large percentage of which was shipped on consignment. Present offers are not encouraging to Canadian shippers, a recent direct purchase having been made at 75s. per ton c.i.f. Liverpool. The English crop is of very good quality and is meeting a good demand. If Canadian hay is not shipped too freely on consignment, dealers anticipate a better demand later on in the season.

Cattle.—The Customs entry reports the arrival of 6,323 head of Canadian cattle at Birkenhead during July, the majority of which were consigned as stores but slaughtered on arrival. Recent average prices have been from 9½d. to 11d. per pound deadweight, sinking the offal. Some 1,192 head of Canadian cattle consigned as stores arrived at Manchester during the four weeks ending July 25.

INDUSTRY

Short time operations continue in the cotton trade. The president of the Manchester Chamber of Commerce, delivering his half-yearly review of the commercial and industrial situation, stated that the trouble to-day was not so much that conditions were worse than they were last year or the year before, but that the present depression had persisted so long that there was a danger of losing hope of an eventual return to better times. There was no more reason for excessive pessimism than previously. The cotton trade for the first six months was not worse than the previous year: 2,284 million yards of cloth exported as against 2,224 million yards during the same period in 1924, and 96 million pounds weight of yarn compared with 87 million pounds last year made the best showing since 1920, so that there was no justification for despair. On the other hand, these figures ought to have made a better showing, as competitors in foreign countries were doing better relative to productive capacity than were English mills.

One good sign has been the increase shown in the traffic receipts of the Manchester Ship Canal for the first six months of this year, which amounted to £723,265 as compared with £661,257 for the corresponding period of 1924.

The development of the English sugar beet industry has resulted in the establishment of another branch of trade in Sheffield, and with the contemplated erection of further sugar factories it is expected that Sheffield firms will secure substantial orders for implements used in this trade.

Several branches of the light engineering trades in Sheffield report increased activity. The iron and steel trade of the North showed a further decline in production during the month of June, with no signs of improvement during the month just closed. Shipbuilding continues to be quiet.

TRADE CONDITIONS IN THE IRISH FREE STATE

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Dublin, July 31, 1925.—The firm faith expressed in the future of the Irish Free State was a feature of the half-yearly meetings of the Irish banks, which were concluded yesterday. Charges of the exercise of undue caution, which had been freely expressed against the banks, are not in any way borne out by facts, and a generous policy regarding the furtherance of trade is evidenced. Although deposits showed during the year a marked decrease—attributable in a large degree to the transference of capital and securities to British banks early in the present year—yet advances have increased in almost every instance, and one bank advanced during the past twelve months almost £15,000,000 to its Irish customers.

Affected as they are to a considerable extent upon existing conditions in England, where the bulk of her exports are absorbed, a return to normal standard in the import and export trade of the Irish Free State can scarcely be anticipated for at least a year. The continuous rain experienced during the past two years resulted in very indifferent harvests, and last year cattle and sheep died in large numbers, owing to the prevalence of "fluke." Turf, utilized to as large an extent as fuel, was rendered so scarce because of the incessant rain that in some western seaboard and low-lying districts the distribution of coal was carried out by the Government, and relief work, mainly that in the nature of road repair, was undertaken.

There is now, however, every prospect of a bountiful harvest. Cereals and potatoes are exceptionally promising, and the hay crop, though perhaps a bit light, is much superior to that of the last few years. Agriculture still is, as it has always been, the principal industry in the Irish Free State, and upon the degree of success achieved by the farmer is the general condition of the country dependent. The principal source of national income is the export of agricultural products, and it is anticipated that the recent legislation drafted with a view to improving the standard of live stock, and to improve, through Government supervision, the grading and packing for export of butter and eggs, will go far towards increasing the demand for these Free State products in the markets of Great Britain.

In centring its attention upon the reorganization of export trade, the Government of the Free State has the whole-hearted support of the business community, and it is generally agreed that only the co-operation of all concerned is required, particularly as regards the exportation of agricultural products, to inaugurate an era of prosperity. Practically half of the total exports of the Irish Free State consist of live stock, which are in the main disposed of in the British markets, and during the past twelve months this trade was valued at some £20,000,000.

USE OF SUPERPHOSPHATE FERTILIZER IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, July 13, 1925.—The use of superphosphate fertilizer in Australia is increasing largely and is said to be stimulating agricultural and pastoral productivity to a marked extent.

The sources of the phosphate rock from which the fertilizer is manufactured in Australia are Nauru and Ocean Island, which are administered by a commission comprised of representatives of the Governments of Great Britain, Australia and New Zealand, under a mandate from the League of Nations.

In a recent lecture given by Mr. H. Pope, the Australian representative on the commission, it was stated that whereas early surveyors estimated the presence of 56,000,000 tons of phosphate in the islands, it had been proven since that the deposits were at least 112,000,000 tons, and that this total might easily grow to 200,000,000 tons. Shipments during the five years' regime of the Commission had grown from 364,000 to 471,000 tons per annum, the total for the period being 1,962,000 tons. Of this, the United Kingdom took 232,000 tons, New Zealand 267,000 tons, Australia 1,298,000 tons, and other countries 165,000 tons. Last year Australia took 72 per cent of the total production, and her current year's orders would aggregate 570,000 tons, compared with 25,000 tons twenty-five years ago.

It was further stated that the Commission is now able to land the raw product in Australia at £2 5s. 9d. per ton, which is less than the pre-war rate, and a great boon to the Australian pastoralist and farmer.

Recent inquiries from Canada for Australian manufactured superphosphate fertilizer were passed on to the head office of the Commission in Melbourne, but it was found that the home demand was so great that manufacturers were unable to quote for export. It is understood, however, that supplies of the raw material are available in the islands if shipping facilities to the Dominion were provided.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, August 18, 1925.—All recently published surveys agree that there is every ground for increased confidence in the business situation in the United States. In this connection the Guaranty Trust Company's survey says:—

Although the usual midsummer lull in many of the important branches of production and trade is in evidence, it is less pronounced than was anticipated earlier in the season. And as an indicator of future trends, it is overshadowed by such factors as the prospective crop yields, the advances in stock and commodity prices, the firmness of money rates, and the unusually active movement of seasonal goods. In comparison with the situation last year, present conditions appear in an especially favourable light. Nearly all indexes show greater activity in production and trade than a year ago.

INDICATIONS OF INCREASED ACTIVITY

It is reported that mail order and chain store sales remain well above 1924 levels, continued sales of both classes of stores being over 10 per cent in excess of those in the first half of last year. Prices of commodities have risen as compared with last month. This year's car loadings have been more than 5 per cent greater as compared with last year. There continues to be marked activity in both the automobile and building industries. In the latter, activity for several months seems to be assured. According to Bradstreet's, the value of building permits filed in 168 cities in July was \$340,065,726, an increase of 48.4 per cent over July, 1924.

THE STEEL INDUSTRY

Steel production shows no gain, but prices are holding. The United States Steel Corporation reported a reduction of 170,991 tons in the aggregate of forward orders, carried on the books as of July 31, but this was the smallest decrease for any month since the slackening in the steel business which took place last spring. A smaller volume of shipments in July and an increased demand for steel products are given as the reasons for this showing. Steel ingot production in July was 3,087,590 tons, a decrease of 3¾ per cent from the June production and a 6 per cent increase over the average rate in the past six years. There appears to be little prospect at present of any marked increase in mill operations.

THE FINANCIAL SITUATION

Money is reported a little firmer with commercial demand remaining light. While the volume of bank credit outstanding over the present year shows a large aggregate increase, there is comparatively little change in the amount employed for commercial purposes. Corporation bond prices declined slightly from the high levels of May and June, but there have been no marked changes in the rates for short term money. There have been many large domestic offerings in the market. The movements of gold since March have been very light. As of the end of July, there has been some activity in the exchange market. The rates on Denmark and Norway advanced, while Italian and French rates declined. Sterling remained in the neighbourhood of 4.85 and the Canadian dollar at a premium.

DUTCH MARKETS FOR GRAIN AND FLOUR

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, August 5, 1925.—The fine summer weather which Holland enjoyed during May and June has had an effect on the grain markets in that, while grains were ripening for harvest, stocks of imported grains were allowed to decline. Now that the weather has changed and harvesting has been delayed, a quicker demand is being reported by domestic consumers. In wheat, fair prices for immediate delivery were offered and some business for Australian and Argentine grain done. Russia was offering wheat for future delivery, but buyers in this market were not disposed to accept the offers. In view of the coming harvests in North America and Europe the wheat market at the end of the month closed calm at somewhat lower prices.

Several factors contributed to the demand at the end of the month for corn and spot stocks were disposed of at good prices. Future business in South African corn was done at higher prices and important contracts were concluded for Russian corn for July/August and August/September loading. Malting barley for immediate delivery continued to enjoy high prices and towards the end of the month some business was done in new Black Sea crop for autumn loading. Rye is one of the cereals affected by the change in the weather which has interfered with the Dutch harvest, and owners of spot stocks enjoyed better business in this grain towards the end of the month. Some future contracts were done in South Russian rye. Stocks of oats are also small enough to warrant buyers paying a premium, and the trade in shipments of various kinds that are arriving is quite lively.

Trade in flour at the end of July was rather quiet, since consumers were expecting lower prices with the new crop and were only buying from hand to mouth. Prices, however, of imported flours rose towards the end of the month as offers from America were disappointing, and shipments which are expected to arrive shortly were disposed of at good prices. The month closed quiet, but firm, domestic flour being offered at fl. 21.75 to fl. 22.25 and American patents fl. 22 to fl. 23.

CROP CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, August 5, 1925.—The latest official crop report of the Dutch Department of Agriculture, dated July 22, states that with the exception of oats most crops were showing the effects of the prolonged period of hot dry weather and that the grass lands were urgently needing rain. Milk prices are already advancing as a result of the drought. Since July 25, however, the weather has changed considerably, both in respect to temperature and rainfall.

During June only 39 mm. of rainfall were registered against a normal of 57, and with the added sunshine, 219 hours as compared with an average of 187, the mean temperature rose in the first ten days to over 3 degrees above normal. During the first three weeks of July 146 hours of sunshine were reported as against a normal of 128, while the average temperature was also slightly higher.

The winter-sown crops, particularly rye, profited by the warm weather, although the changed weather conditions may interrupt the harvesting operations. As a result of the drought flax has not attained its usual height, while oats also will not have its usual length of straw. In districts where farmers were late in removing the first hay crop the second growth has made very little progress, and in some sections the need of pasture for cattle has caused owners to turn their stock into such fields, making for a still further decline in the prospects for fall hay.

Some diseases are reported among the crops, barley in the north being affected with rust, oats in the centre section with a fly, while peas in south Holland have been attacked by pod worms. Potatoes are reported as being more free of pest than this crop has been for years. As compared with last year the average condition of the more important crops are given as: wheat, 74.3 (68.7); rye, 81.6 (69.9); barley, winter 75.1 (69.7), summer 63.9 (76.5); oats, 65.1 (69.7); peas, 61.1 (75.9); flax, 60.5 (69.4); potatoes, for domestic use 73.5 (66.3), for industry 84.3 (62.8); sugar beet, 73.1 (71.2); hay, 54.5 (64.2).

A report giving the condition of the fruit crops as on July 24 says that while the condition of the apple crop is by no means uniform, a fairly good crop may be expected. Only a small yield of "belle fleur" can be hoped for, while the "golden reinettes" promised to be satisfactory. Sweet apples show on the whole a fair condition. Pears are, generally speaking, in poor condition; in many cases a total loss being reported.

TRADE CONDITIONS IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, August 7, 1925.—The consequences of the metal workers' strike are beginning to be seriously felt in Belgium. Latest reports place the number of workers on strike at 75,000 and 20 blast furnaces extinguished since the end of June, during which month the production of pig iron, steel, finished steel, ground castings, finished iron, and zinc dropped considerably below that of May. The negotiations proceeding between owners and workmen on the basis of wage reductions from the former daily average of 23 to 30 francs, are long and laborious and there is no immediate prospect of a settlement.

In view of the lower prices ruling for Belgian steel in the last year, there is a marked tendency to return to the cartel system, and this country will be strongly represented at a conference to be held in London on September 23 to form a rail cartel.

An important improvement in revenue from direct taxation is reported by the Minister of Finance. The returns to June 30 for the financial year show a surplus of 555,000,000 francs over the budgetary estimates. The total revenue was 1,521,500,000 francs. The German payments to Belgium, including reparations in goods, amounted to 7,559,752 gold marks for June and 78,313,002 gold marks for the year ending June 30. The principal goods supplied were coal, coke, chemical fertilizers, colouring matters and pharmaceutical products.

BELGIAN CROP CONDITIONS

Mr. A. S. Bleakney, Canadian Trade Commissioner in Belgium, writes under date August 7, 1925, that the wheat crop promises a big yield, but oats do not look so well. Beans are in good condition, but green peas for canning purposes have suffered from the heat and in certain qualities the crop will be indifferent. There is an excellent crop of potatoes, and flax and hay are also abundant, but prices of the latter are high on account of a scarcity of cattle foods. Vegetables are on the whole very plentiful. The apple crop has been especially good, cherries and strawberries have been plentiful, but the pear crop has been bad.

GROWTH OF FOREIGN TRADE IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, July 24, 1925.—The press despatches appearing in foreign papers regarding the extremely disturbed conditions in China, together with reports of strikes, disturbances, and dislocation of transportation must tend to cause many shippers to ignore the China market or at least to greatly restrict present trade. To the actual resident in the great outports of China, however, the situation presents a somewhat different picture, due almost wholly to the extraordinary capacity of the Chinese for carrying on trade in face of what, to Western nations, would be insuperable difficulties and, as a result, instead of coming to a standstill, the volume of exports and imports is actually growing.

The Chinese Maritime Customs, in their analysis of the foreign trade of China for 1924, point out the amazingly steady growth of not only net imports, but also exports abroad and exports for home trade. For example, the total trade of China, which in 1915 amounted to tls. 1,100,000,000 (one tael = say 80 cents Canadian currency), whereas the total trade in 1924 amounted to tls. 2,375,000,000—an increase of 100 per cent in the past nine years. The significant part of these figures is that the growth has been steady and continuous, indicating that it has been almost entirely due to the expansion of industry and trade throughout China and not to any external circumstances.

The same comment applies to the net foreign imports, which in 1915 amounted to tls. 450,000,000, and in 1924 to slightly over tls. \$1,000,000,000. Here again the growth has been continuous with the exception of the first quarter of 1923, when there was a decrease of tls. 25,000,000, which, however, was more than recovered during the next year, the increase shown in 1924 over 1923 being some tls. 75,000,000.

Exports of Chinese produce, though showing a steady growth, have not kept pace with imports: the figures for 1915 were tls. 410,000,000 and for 1924 tls. 740,000,000. Percentages of the above figures, representing the principal articles of import for 1924, are as follows: cotton goods (excluding cotton yarn), 15.16; sugar, 7.50; metals and minerals, 6.66; oils and greases, 5.68; flour, 2.96; fish and fishery products, 2.91; machinery—all kinds, 2.17; paper—all kinds, 1.97; wheat, 1.74; timber, 1.58; wool and cotton unions, 1.10.

No better guide to the enormous trade that is being carried on can be furnished than the tonnage of shipping entered and cleared in the Maritime Customs, which also indicates the share of the various countries in the trade of China: Great Britain, 55,700,000 tons (48,886 vessels); Japan, 34,000,000 tons (26,200 vessels); China, 33,000,000 tons (44,000 vessels); United States, 5,970,000 tons (4,900 vessels); France, 2,190,000 tons (2,300 vessels); Norway, 2,000,000 tons (1,900 vessels); Germany, 2,000,000 tons (560 vessels); the Netherlands, 1,800,000 tons (540 vessels); Denmark, 616,000 tons (240 vessels); and Italy, 599,000 tons (1,000 vessels). The above figures are all increases over the previous year. [The percentages held by the principal ports were published in *Commercial Intelligence Journal* No. 1123: August 8, 1925.]

It is strongly urged that Canadian firms who may desire to obtain advertising lists for the various commercial districts should get in touch with this office before circularizing, as firms in ports other than the main ports should be very carefully selected before establishing contact.

ECONOMIC SITUATION IN ARGENTINA

* TRADE COMMISSIONER E. L. MCCOLL

[NOTE.—The paper peso is at present worth $40\frac{1}{2}$ Canadian cents and one gold peso 92 Canadian cents.]

Buenos Aires, July 29, 1925.—During the last six months the gold peso has remained firm with a slight tendency in favour of its approach to par, which is 103.64. During this period the lowest value quoted was 115.20 gold pesos per 100 Canadian dollars, while the highest value reached was 108.50. During the month of July the rate was firm around 109. Banking is spoken of as satisfactory. Cotton production will show an increase over last year's crop. Owing to a decrease in grain movements railway receipts have diminished on some of the lines, although on the whole they are satisfactory. Stock exchange quotations are firm, though the amount of business being done has fallen off. Wool is still very weak, while the three staple grains of the country—wheat, maize, and linseed—show a falling off in prices. The sugar market is very weak, but a reassuring feature is that an abundant crop is expected.

For the six months up to the end of June exports showed a decided decline from the quantities exported during the previous two years but are approximately equal to those of 1922 and have increased 40 per cent over 1921. In spite of the fact that exports show a decline for the first six months of the year compared with the same period of 1924 of 2,368,000 metric tons, exchange still remains firm with a tendency to rise. Wheat exports amounted to 2,152,000 tons compared with 3,330,000 for the first six months of 1924. Exports of other products are as follows:—

Exports from January 1 to June 30

	1921 (Tons)	1924 (Tons)	1925 (Tons)
Wheat.. . . .	1,311,700	3,330,000	2,152,000
Maize.. . . .	925,600	1,540,000	1,040,000
Frozen and chilled meat.. . . .	271,200	459,000	450,600
Linseed.. . . .	613,600	930,000	435,000
Oats.. . . .	204,200	365,000	320,000
Quebracho extract.. . . .	45,000	107,500	129,900
Wheat products.. . . .	57,800	132,000	119,800
Quebracho logs.. . . .	3,700	57,200	85,900
Salted ox hides.. . . .	22,000	91,300	79,200
Flour.. . . .	16,600	102,300	72,000
Wool	60,300	77,800	57,000
Barley.. . . .	30,100	160,000	56,100
Tallow.. . . .	8,000	33,500	20,300
Butter.. . . .	14,100	18,700	15,500
Dry ox hides.. . . .	2,900	16,300	11,400
Casein.. . . .	.....	7,900	9,200
Sheepskins.. . . .	2,900	5,900	3,800
Alfalfa and hay.. . . .	5,200	1,800	2,200
Goatskins.. . . .	150	650	1,300
Horsehair.. . . .	300	1,500	1,300
Dry horse hides.. . . .	100	800	500

National Finance.—The floating debt, both external and internal, amounted on December 31, 1924, to 746,812,099 paper pesos, and on June 30, 1925, to 632,338,000 paper pesos, a reduction of 114,474,000 paper pesos. The 1924 budget has proved to be very satisfactory, as it is the first in years which has shown a surplus of revenue over expenditure. The revenue amounted to 597,307,000 paper pesos, while expenditure was 594,968,000 paper pesos, leaving a favourable balance of 2,339,000 paper pesos. The national floating debt does not include the floating debt of the national railways (164,450,000 paper pesos) for which the Government is responsible. On December 31, 1924, the consolidated debt of the Federal Government was 1,523,581,000 paper pesos, 45 per cent of which is internal and 55 per cent external. On June 30, 1925, the consolidated debt amounted to 1,673,647,300 paper pesos.

Banking.—Discount rates charged by local banks are from 7 to 8 per cent, while loans or advances on current accounts are $7\frac{1}{2}$ to $8\frac{1}{2}$ per cent. Fixed deposits of six months or over yield $5\frac{1}{2}$ to $6\frac{1}{4}$ per cent, while those up to three months bring $4\frac{1}{2}$ to $5\frac{1}{2}$ per cent.

Total Bank Balances covering Thirty-one Banks

1925	Deposits	Discounts	Cash in Hand
January..	3,312,483,000	2,962,110,000	699,882,000 paper pesos
June..	3,407,666,000	2,971,708,000	873,475,000 " "

Railways.—On the state railway (with 6,429 kilometres of track) traffic receipts for the first six months ending June last amounted to 10,056,900 gold pesos, an increase of 105,800 over the same period of 1924. On private railways (with 29,441 kilometres of track) traffic receipts for the first six months of the present year amounted to 231,872,600 gold pesos, an increase of 6,454,500 over the same period of 1924.

Failures.—The liabilities in business failures for the first six months of the year amounted to 58,896,200 paper pesos, an increase of about 12 per cent over the same period of last year.

Shipping.—The outward freight market has been very dull, many ships recently having left in ballast after waiting for weeks in the hope of obtaining a cargo for Europe or the United States. Grain rates for whole ships for Great Britain or the Continent have been as low as 9s., but have shown a tendency to rise during the last week, partly due to the British coal crisis, charters having been contracted at from 14s. 3d. to 20s. per ton. The shortage of return cargoes has led to a falling off of incoming tonnage.

Grain Market.—The favourable reports coming from Europe and North America concerning the prospective crops has helped to maintain an extraordinary dullness in the market for Argentine cereals in spite of the exceedingly low freight rates offering.

Petroleum.—The petroleum refinery which is being built by the Bethlehem Steel Corporation for the Argentine Government is expected to be ready for operation early in 1926. The Government is increasing its fleet of tank steamers which carry the crude oil from Comodoro Rivadavia, where some 3,000,000 paper pesos are being spent upon improvements to the port.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Revision of Argentine Tariff of Values

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, July 27, 1925.—All articles mentioned in the Argentine customs tariff have a value assigned to them, and it is upon this value that a laid-down percentage of duty is imposed. These values were fixed in 1906,

and have not been revised individually since. Up to December, 1923, equal increases in value have been made occasionally to the whole tariff by adding a certain percentage; since then 60 per cent has been added to all official valuations. It is now intended to revise completely all valuations. A commission has been working on this subject for some time back and has now published the proposed new valuations with additional classifications covering many new articles which are not mentioned in the present tariff. There is no mention of the duties which will be imposed, so that although the proposed values, which are generally on a 'per kilo' basis, can be studied, it is impossible to know whether the final duty will be higher or lower than at present.

Seventy-two headings covering articles imported from Canada have been examined by the writer, of which eighteen show an increase in valuation and twenty-six a decrease. Six have been changed from a valuation per article to a valuation per-kilo basis. Two headings show no change and the remainder have been replaced by subdivision into a larger number.

The principal articles exported by Canada to Argentina which are to have increased values include binder twine; white pine planed and unplaned; stamped or imitation wallpaper; pipes, tubes, conduits, elbows, joints of malleable iron; whisky; polished steel wire from 1 mm. upwards; shovels without handles; shovels with handles; nails of zinc or galvanized iron; iron nails with bronze heads or bronze plated; needles and bodkins for sewing machines; iron valves; cement.

The proposed valuations have been published with the object of inviting suggestions, but it is not expected that the Commission will be influenced by the wishes of individual firms. The British Chamber of Commerce has requested its members to advise the Chamber concerning articles which are considered to be overvalued.

Canadian firms affected may make representations to the Canadian Trade Commissioner at Buenos Aires with a view to having them laid before the British Chamber of Commerce. Mr. McColl has forwarded the subjoined statement comparing existing and proposed tariff valuations. In the present Argentine tariff, (and presumably in the proposed valuation schedule) values are stated nominally in gold. Under the Argentine currency system, the value of the peso, however, is affected by the exchange value of paper pesos and at present the peso in the customs tariff is worth between 91 and 92 Canadian cents. At par the peso would be worth about 96½ cents. The official valuations are on the basis of prices c.i.f. Buenos Aires.

PROPOSED NEW VALUATIONS OF THE ARGENTINE CUSTOMS TARIFF

	Official Valuation Pesos
Malt. . . . .	. . . . .kg. 0.08
Whisky, in casks or demijohns, not exceeding 50° centesimals. . . . .	. . . . .litre 0.80
Whisky, bottled, in bottles no larger than 1 litre. . . . .	. . . . .doz. 12.00
Sheets, carpets, mats and belting, of rubber, with or without insertions or ingredients	
of cloth or gummed textiles. . . . .	. . . . .kg. 1.20
The same with insertions or ingredients of metal. . . . .	. . . . .kg. 1.00
Footwear: top boots, boots or shoes of rubber for rain, including all footwear of	
cloth and rubber with rubber soles, for sport or other uses. . . . .	. . . . .kg. 2.00
Air tubes, of rubber, for footballs, punching balls, and other similar uses, for velocipedes,	
bicycles, tricycles, motorcycles, aeroplanes and automobiles. . . . .	. . . . .kg. 2.00
Tires, for velocipedes, bicycles, tricycles, motorcycles, aeroplanes, and automobiles. . . . .	. . . . .kg. 2.00
Tires of solid rubber for trucks, made on iron hoops. . . . .	. . . . .kg. 0.80
Rubber, worked or moulded, in the form of shock absorbers, rings, washers, saw	
bands, cylinders or rollers for typewriters and tubes suitable for same, discs,	
rubber for catapults, rubbers for brakes, pedals and handles of velocipedes and	
motorcycles, trimmings, horseshoes, razor wipers, or for other uses, buffers, ferrules,	
balls, pump suckers, soles and heels, valves and others, with or without insertions	
or ingredients of cloth. . . . .	. . . . .kg. 2.00
The same, with insertions or ingredients of metal, or other materials. . . . .	. . . . .kg. 1.50
Thread, special for harvesters. . . . .	. . . . .kg. 0.50
Lumber, spruce and oregon pine, unpl. . . . .	. . . . .M ² 0.49

	Official Valuation Pesos
pitch pine (Tea) unpl.	M2 0.80
white pine, unpl.	M2 1.25
the same, including spruce pine, planed.	M2 1.94
Cardboard, uncovered, yellow straw board, grey pasteboard, and mechanical woodpulp pasteboard, of more than 400 grammes to the square metre.	kg. gross 0.08
Covered or cut, partly worked up for use as receptacles, including cardboard for stereotype or of any other material not mentioned in the previous item and also leatherboard, of more than 400 grammes to the square metre.	kg. gross 0.15
Paperboard, in general, white or coloured.	kg. 0.20
Paper, common, white, for newspapers, weighing from 45 to 60 grammes inclusive, to the square metre.	kg. gross 0.08
Wallpaper, common, painted.	kg. gross 0.30
The same, common, gilt, silvered or bronzed.	kg. gross 0.50
The same, stamped or imitation leather, varnished or not.	kg. gross 1.00
The same, gilt, silvered or bronzed.	kg. gross 1.50
The same, Tekko and similar.	kg. gross 2.50
The same, imitation cloth, without gilding.	kg. gross 0.90
The same, gilt, silvered or bronzed.	kg. gross 1.50
Pipes, tubes, conduits, elbows, joints, of malleable iron.	kg. 0.56
Of soft or hammered iron.	kg. 0.10
Pipes, tubes, etc. of galvd. iron.	kg. 0.14
The same, elbows and joints.	kg. 0.50
Wire, iron or steel, neither galvd. nor polished (up to No. 14 inclusive).	kg. 0.05
The same, No. 14 up.	kg. 0.10
The same, comprising wire cut into pieces for book-stitching machines, including weight of wooden box and packing.	kg. 0.20
Wire, iron and steel, galvanized (up to No. 14 inclusive).	kg. 0.08
The same, Nos. 15 to 21.	kg. 0.15
The same, above No. 21.	kg. 0.22
Of iron or steel with barbs, for fences.	kg. 0.085
The same, twisted, for fences.	kg. 0.09
Steel, polished, 1 mm. upwards.	kg. 1.00
Machines, of iron, in general, for industrial purposes.	kg. gross 0.25
Agricultural implements, including ploughs, in general, sowing machines, harrows for sowing by hand and adaptable to ploughs, for reaping, for binding, for gleaning, for threshing, for grinding, for husking cereals, with or without covering.	kg. gross 0.20
Shovels, without handles.	kg. 0.30
Shovels, with handles.	kg. 0.35
Nails of zinc or galvd. iron.	kg. 0.24
of cast or hammered iron	kg. 0.20
iron, for horseshoes.	kg. 0.24
iron, with bronze heads or bronze plated.	kg. 1.10
Needles and bodkins, for sewing machines.	kg. 13.00
Sewing machines, hand, with or without case.	kg. 0.90
Extra parts for sewing machines of cast iron or wood.	kg. 0.30
The same, of steel.	kg. 15.00
Calculating machines.	kg. 12.00
Cash registers.	kg. 3.90
Automobiles, up to 1,000 kg. gross weight.	kg. 0.35
1,001 to 1,500 kg. gross weight.	kg. 0.45
1,501 to 2,000 kg. gross weight.	kg. 0.50
2,001 to 2,500 kg. gross weight.	kg. 0.60
2,501 to 3,400 (?) kg. gross weight.	kg. 1.00
4,401 (?) upwards.	kg. 2.00
Cars to be weighed complete with body and spare wheel. 30 per cent is added to the weight of those that come without body.	
Motor trucks, up to 1,500 kg.	kg. 0.42
1,501 to 2,500 kg. gross weight.	kg. 0.69
2,501 to 3,500 kg. gross weight.	kg. 0.67
3,501 kg. upwards.	kg. 0.63
Chains, non-skid.	kg. 0.35
Valves of iron.	kg. 0.30
Valves of bronze or brass.	kg. 1.20
Cement, common.	100 kg. gross 2.00
white.	kg. gross 6.00
armoured.	kg. gross 0.10
Calcium carbide.	kg. gross 0.10
Impure sulphate and hydrate of soda (caustic soda).	kg. gross 0.10

Catalogues and Samples of No Value for Argentina

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, writes under date July 29, 1925, that parcel post to Argentina should, whenever possible, be avoided, as parcels thus sent are held by customs authorities for

examination and although there may not be any duty there are high overhead charges on each parcel amounting to approximately \$2.50 (Canadian). Catalogues should be mailed as "printed matter". Only a minimum number of samples should be sent, and if a sample is too bulky and is of no commercial value it should if possible be broken up and put into two or more separately addressed envelopes and sent by registered sample post.

German Tariff Bill Passed

With reference to the article in *Commercial Intelligence Journal* No. 1116, June 20, 1925, pages 581-3, on proposed tariff changes in Germany, Mr. L. D. Wilgress, Canadian Trade Commissioner at Hamburg, cables that the new Tariff Bill has been passed. The duties on grain, flour, fresh meat, and cattle are effective September 1 and on other items, October 1. Following are the principal alterations in the original proposals: Flour changed from 8.50 marks per 100 kilogs. to 8 marks; butter changed from 30 marks per 100 kilogs. to 22.50 marks; bacon changed from 24 marks per 100 kilogs. to 14 marks; and lard changed from 8 marks per 100 kilogs. to 6 marks. The value of the mark is 23.8 cents, and 100 kilogs. equals 220 pounds.

Australian Customs Forms

The Department of Trade and Commerce is issuing a new leaflet (F.T.D. Leaflet No. 3-B) giving particulars about modifications in the Australian form of invoice and certificate of value required for goods imported into that country. For goods not on consignment, existing forms (see F.T.D. Leaflet No. 32) will be accepted in respect of goods entered in Australia prior to October 1, 1925, but for goods on consignment there is a modified regulation effective as from July 1, 1925. Firms, of course, may adopt the new forms before October 1 if they so desire. Firms wishing to obtain copies of the new leaflet are invited to apply to the Department of Trade and Commerce and the leaflets will be mailed as soon as they are printed.

CANADA-BRITISH WEST INDIES CONFERENCE, 1925: PROCEEDINGS AND AGREEMENT NOW AVAILABLE.

A verbatim report of the Proceedings of the Canada-British West Indies Conference, with which is incorporated the Canada-British West Indies-Bermuda-British Guiana-British Honduras Agreement 1925, the result of the Conference, has now been published. Copies of this publication, which runs to some 280 pages of print and contains an Index of the Proceedings, may be obtained on application to the King's Printer, Government Printing Bureau, Ottawa, at the price of \$1 per copy.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 24, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 24, 1925. Those for the week ending August 17, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		August 17, 1925	August 24, 1925
Britain £	1.00	\$4.86	\$4.85
France Fr.	1.	.193	.04645
Italy Lire	1.	.193	.0358
Holland Florin	1.	.402	.4026
Belgium Fr.	1.	.193	.0442
Spain Pes.	1.	.193	.1442
Portugal Esc.	1.	1.08	.0510
Switzerland Fr.	1.	.193	.1940
Germany Reichs Mk.	1.	.238	.2381
Greece Dr.	1.	.193	.0159
Norway Kr.	1.	.268	.1850
Sweden Kr.	1.	.268	.2688
Denmark Kr.	1.	.268	.2294
Japan Yen	1.	.498	.4125
India R.	1.	2s.	.3685
United States \$	1.	\$1.00	1.0000
Mexico \$	1.	.498	.4965
Argentina Pes.	1.	.424	.4037
Brazil Mil.	1.	.324	.1208
Roumania Lei	1.	.193	.....
Jamaica £	1.	4.86	4.85
British Guiana £	1.	1.	4.8475
Barbados \$	1.	1.	
Trinidad \$	1.	1.	
Dominica \$	1.	1.	
St. Kitts \$	1.	1.	
Grenada \$	1.	1.	
St. Vincent \$	1.	1.	
Tobago \$	1.	1.	
Shanghai, China Tael	1.	.708	.7912
Batavia, Java Guilder	1.	.402	.4050
Singapore, Straits Settlements .. \$	1.	.567	.6712

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1075. TINNED FISH AND TINNED MEAT.—A Portuguese firm wish to import tinned fish and tinned meat from Canada.

1076. MILK.—A firm in Bonn, Germany, desire to get in touch with Canadian exporters of dried whole and skimmed milk.

1077. BUTTER.—A Glasgow firm of produce importers, handling large quantities of Eastern Canadian butter, are very anxious to get in touch with a creamery or shipper in Western Canada.

1078. BREAKFAST FOOD.—A Portuguese firm would like to be appointed the agents for a Canadian firm exporting breakfast food to Portugal.

1079. CEREALS.—Agent in Cork, Ireland, wishes to represent firms on commission basis.

1080. WHEAT.—Canadian firms wishing to export wheat to Portugal are requested to send offers and quotations, if possible c.i.f. Lisbon, to a Portuguese firm.

Miscellaneous

1081. FOODSTUFFS; HARDWARE AND TOOLS; BOOTS.—A London company, which purchases on behalf of its branches in West Africa, both wholesale and retail flour, fruit, food products, hardware and tools, boots and shoes, are prepared to consider offers from Canada when in the market for these commodities.

1082. FISH OIL.—A firm in the English Midlands are prepared to consider samples and prices of fish oil from Canadian exporters of same.

1083. CATTLE FOOD AND CORN.—A firm in Belfast wish to get in touch with Canadian exporters of cattle food and corn.

1084. HOG HAIR.—A Liverpool firm of commission agents would like to obtain quotations per long ton c.i.f. for good grade of hog hair packed in pressed bales.

1085. SADDLERY.—Catalogues and price list desired by importer in Bandoeng, Java.

1086. BOXING GLOVES.—Importer in Bandoeng, Java, desires c.i.f. prices and particulars of cheap boxing gloves.

1087. RUNNING SHOES.—Importer desires particulars and samples and c.i.f. prices Bandoeng, Java.

1088. RUBBER-SOLED CANVAS SHOES.—Importing firm in Bandoeng, Java, desire samples and c.i.f. prices Bandoeng.

1089. BATHING CAPS.—Samples and colour card desired by importer in Bandoeng, Java, with c.i.f. prices. Competitive price 40 cents (gold).

1090. BATHING COSTUMES.—An importing firm in Bandoeng desire sample bathing suits (men's and women's), together with particulars and c.i.f. prices Bandoeng, Java.

1091. DIVING HELMETS.—Importer in Bandoeng, Java, requires samples, full particulars, and prices.

1092. COTTON CAMISOLES.—Importer in Bandoeng requires samples and c.i.f. prices Bandoeng, Java.

1093. MEN'S HOSE.—Importer in Weltevreden, Java, desires men's artificial silk hose, sample and colour card, at price \$2.40 (gold) per dozen c.i.f. Batavia.

1094. MEN'S AND LADIES' HOSE required by importer in Bandoeng, Java. Particulars, colour card, samples, and c.i.f. prices Bandoeng desired.

1095. TYPEWRITER CARBON PAPER.—Importer in Java desires c.i.f. prices Batavia and samples. Competitive price in Java 68 cents (gold) c.i.f. Batavia, 100 sheets to box. Colours black and blue.

1096. ELM STAVES.—A Liverpool stave importer invites offers from Canadian manufacturers. Sizes required are 28½- and 30-inch lengths; thickness $\frac{3}{8}$ inch. Quotations to be per 1,000, packed in bundles of 50.

1097. DOWELS.—A Liverpool importer requires quotations on beech, birch, and maple dowels as follows in inches: $\frac{5}{16}$ by 36, 24; $\frac{3}{8}$ by 36, 24; $\frac{7}{16}$ by 36, 24; $\frac{1}{2}$ by 36, 24; $\frac{5}{8}$ by 14, 28. Prices to be quoted per 1,000 c.i.f. Liverpool.

1098. HANDLES FOR AXES.—Large importing firm in Bandoeng, Java, desire c.i.f. quotations on axe handles.

1099. SHOE MACHINERY.—Particulars and c.i.f. prices of machinery for making shoes, cutting and sewing soles and heels, cutting and sewing uppers, polishing uppers and soles, etc., and finishing machines, desired by importer in Singapore.

1100. LAMPS FOR AUTOMOBILES AND MOTOR CYCLES.—Automobile importing firm in Bandoeng, Java, desire particulars and c.i.f. prices Bandoeng.

1101. HUB CAPS FOR FORD CARS.—Importing firm in Bandoeng desire particulars and c.i.f. prices Bandoeng, Java.

1102. AUTOMOBILE BRAKE LINING.—Automobile house in Bandoeng, Java, desires agency for brake lining for automobiles. C.i.f. prices Bandoeng, Java, and particulars.

1103. JAVA AXES.—Prominent importing house in Bandoeng desires c.i.f. prices of above. Sample Java axe on file at department.

1104. AXES.—Axes, 3-pound, desired by large importer in Bandoeng, Java; price not over 16s. 6d. a dozen c.i.f. Java head ports.

1105. STEEL TRUNKS.—Importer in Singapore desires particulars and c.i.f. prices for the various commodities for the making of steel trunks.

1106. A firm at Athens, Greece, are desirous of representing Canadian exporters of metals in general; tiles, red fireside and white glazed; bedstead mounts, rings and ornaments; writing and wrapping paper; roofing felts; lubricating oil for motors; butter in tins; fish glue for carpenters; brushes of all kinds; china goods. Quote file 24106.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Sept. 12; Antonia, Sept. 19; Ausonia, Sept. 26—all Cunard Line.

To LIVERPOOL.—Canada, Sept. 5; Doric, Sept. 12; Megantic, Sept. 19; Regina, Sept. 26—all White Star-Dominion; Alaunia, Sept. 4; Aurania, Sept. 18—both Anchor-Donaldson; Montcalm, Canadian Pacific, Sept. 18.

To LONDON.—Brandon, Sept. 5; Bosworth, Sept. 12—both Canadian Pacific; Vellavia, Cunard Line, Sept. 5; Comino, Furness, Withy, Sept. 12; Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22—all C.G.M.M.

To AVONMOUTH.—Oxonian, Sept. 5; Cornishman, Sept. 12; Welshman, Sept. 26—all White Star-Dominion; Salacia, Sept. 5; Kastalia, Sept. 12—both Anchor-Donaldson.

To HULL.—Comino, Furness, Withy, Sept. 12.

To SOUTHAMPTON.—Melita, Sept. 9; Minnedosa, Sept. 23—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairnross, Sept. 4; Cairngowan, Sept. 11—both Thomson Line.

To MANCHESTER.—Manchester Commerce, Sept. 3; Manchester Corporation, Sept. 10—both Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Leader, Sept. 11; Canadian Commander, Sept. 25—both C.G.M.M.

To GLASGOW.—Saturnia, Sept. 4; Athenia, Sept. 11; Letitia, Sept. 25—all Anchor-Donaldson; Montreal, Sept. 3; Metagama, Sept. 10; Marburn, Sept. 24—all Canadian Pacific.

To BELFAST AND DUBLIN.—Lord Antrim, Head Line, Sept. 10.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Sept. 8; Canadian Otter, Sept. 22—both C.G.M.M.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Berwyn, Canadian Pacific, Sept. 12.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Fisher, Sept. 9; Canadian Forester, Sept. 30—both C.G.M.M.

To ST. JOHN'S, Nfld.—Hillbrook, Murray Transports, Sept. 14 and 30; Canadian Sapper, C.G.M.M., Sept. 4 and 25.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS. Co., Sept. 2.

To ANTWERP.—Canadian Raider, Sept. 2; Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22—all C.G.M.M.; Melita, Sept. 9; Minnedosa, Sept. 23—both Canadian Pacific.

To ROTTERDAM.—Porsanger, Sept. 8; Brant County, Sept. 24—both Intercontinental Transports.

To HAVRE.—Laval County, Intercontinental Transports, Sept. 5.

To HAMBURG.—Hada, Intercontinental Transports, Sept. 12.

To SOUTH AMERICAN PORTS.—A steamer, Houston Line, Sept. 12.

To AUSTRALIAN PORTS.—Canadian Challenger, C.G.M.M., Sept. 30.

To NEW ZEALAND PORTS.—Canadian Constructor, C.G.M.M., Sept. 25; Wirral, New Zealand SS., Sept. 15.

To SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster, Sept. 15.

To COPENHAGEN AND BALTIC PORTS.—Virginia, Scandinavian-American Line, Sept. 5.

From Quebec

To LIVERPOOL.—Canada, Sept. 5; Doric, Sept. 12; Megantic, Sept. 19; Regina, Sept. 26—all White Star-Dominion Line; Montclair, Sept. 4; Montroyal, Sept. 11—both Canadian Pacific.

To SOUTHAMPTON.—Empress of Scotland, Sept. 2; Empress of France, Sept. 16—both Canadian Pacific.

To AVONMOUTH.—Oxonian, Sept. 5; Cornishman, Sept. 12; Welshman, Sept. 26—all White Star-Dominion.

To HAMBURG.—Empress of Scotland, Sept. 2; Empress of France, Sept. 16—both Canadian Pacific.

From Halifax

To LIVERPOOL.—Sachem, Sept. 5; Newfoundland, Sept. 23—both Furness, Withy.

To ST. JOHN'S, Nfld.—Sachem, Sept. 5; Newfoundland, Sept. 23—both Furness, Withy; Rosalind, Sept. 8 and 22; Silvia, Sept. 15 and 29—both Red Cross Line.

To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Sept. 11; Chignecto, Sept. 25—both R.M.S.P. Co.

To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Sept. 16.

From Vancouver

To YOKOHAMA AND SHANGHAI.—Canadian Importer, C.G.M.M., Sept. 12.

To YOKOHAMA, KOBE AND HONG KONG.—Philoctetes, Sept. 3; Tyndareus, Oct. 1—both Blue Funnel.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Australia, Sept. 3; Empress of Asia, Sept. 17; Empress of Canada, Oct. 1—all Canadian Pacific.

To LONDON.—Dinteldyk, early September; Loch Monar, late September—both R.M.S.P. Co.; Canadian Seigneur, C.G.M.M., Sept. 3.

To LIVERPOOL.—Loch Monar, R.M.S.P. Co., late September.

To MANCHESTER.—London Merchant, Sept. 1; London Shipper, Sept. 13; Pacific Shipper, Oct. 1—all Manchester Liners.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Highlander, C.G.M.M., Sept. 25.

To BORDEAUX, HAVRE AND ANTWERP.—Arkansas, Sept. 5; Georgia, Sept. 15—both Cie. Gle. Transatlantique (French Line).

To ANTWERP.—Dinteldyk, early September; Loch Monar, late September—both R.M.S.P. Co.; Canadian Seigneur, C.G.M.M., Sept. 3.

To ROTTERDAM.—Dinteldyk, early September; Loch Monar, late September—both R.M.S.P. Co.

To HAMBURG.—Dinteldyk, R.M.S.P. Co., early September.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Royal Mail Line, Sept. 23.

To AUCKLAND AND SYDNEY.—Canadian Trooper, C.G.M.M., Sept. 15.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

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| <p style="text-align: center;">Italy</p> <p>W. McL. Clarke, Via Manzoni 5, Milan 2. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Japan</p> <p>A. E. Bryan. Address for letters, P.O. Box 230; office, Room No. 2, Meikai Building, Kobe. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Mexico</p> <p>C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. <i>Cable Address, Cancoma.</i></p> <p style="text-align: center;">New Zealand</p> <p>C. M. Croft, Acting Trade Commissioner. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">South Africa</p> <p>G. R. Stevens, P. O. Box 683; Office, Westminster House, Adderly street, Cape Town. <i>Cable Address, Cantracom.</i></p> <p style="text-align: center;">Straits Settlements</p> <p>A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">United Kingdom</p> <p>Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) <i>Cable Address, Sleighing, London.</i></p> <p>J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) <i>Cable Address, Cantracom.</i></p> <p>Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) <i>Cable Address, Canadian.</i></p> <p>Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) <i>Cable Address, Cantracom.</i></p> <p style="text-align: center;">United States</p> <p>Frederic Hudd, 44 Whitehall street, New York City. <i>Cable Address, Cantracom.</i></p> | <p style="text-align: center;">Argentine Republic</p> <p>E. L. McColl, Reconquista No. 46, Buenos Aires. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Australia</p> <p>D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Belgium</p> <p>A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Brazil</p> <p>P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">British West Indies</p> <p>H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). <i>Cable Address, Canadian.</i></p> <p>James Cormack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) <i>Cable Address, Cantracom.</i></p> <p style="text-align: center;">China</p> <p>L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. <i>Cable Address, Cancoma.</i></p> <p style="text-align: center;">France</p> <p>Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. <i>Cable Address, Cancoma.</i></p> <p style="text-align: center;">Germany</p> <p>L. D. Wilgress, Raboisen 8, Hamburg 1. <i>Cable Address, Mapleleaf.</i> (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)</p> <p style="text-align: center;">Holland</p> <p>F. H. Palmer, Zuidblaak 28, Rotterdam. <i>Cable Address, Watermill.</i></p> <p style="text-align: center;">India and Ceylon</p> <p>H. A. Chisholm, P.O. Box 2003, Calcutta. <i>Cable Address, Canadian.</i></p> <p style="text-align: center;">Irish Free State</p> <p>A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. <i>Cable Address, Canadian.</i></p> |
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CANADIAN COMMERCIAL AGENT

- Australia**
- B. Millin, The Royal Exchange Building, Sydney, N.S.W.

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- United Kingdom**
- Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Canadian Building, Trafalgar Square, London, S.W.1, England.
- France**
- Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*
- United States**
- Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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THE DRIED FRUITS INDUSTRY IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, August 4, 1925.—In *Commercial Intelligence Journal* No. 936 (January 16, 1922), there appeared an exhaustive review on fruit production in Australia which gave comprehensive data relative to the difficulties contended with by growers in financing their areas and in finding remunerative markets.

In view of the Trade Agreement between the Dominion and the Commonwealth (already ratified by Canada) being shortly brought before the Australian Parliament for ratification, and the number of inquiries recently received by Melbourne exporters, it is considered opportune to briefly review the present position affecting the principal items—currants and raisins—of interest to Australia in the consummation of the first reciprocal agreement entered into by the two greatest self-governing communities of the British Empire.

VINEYARDS IN AUSTRALIA

The growth in the areas devoted to grape production in Australia is illustrated by the 1919-20 returns showing 70,058 acres, which increased in 1922-23 to 105,476 acres, and this advance has been maintained. Grapes are grown for table use, for wine making, for brandy, for fortifying spirit and for drying pur-

poses. So far as currants and raisins are concerned, the producing states are Victoria (exporting from Melbourne) and South Australia (Adelaide), practically all being grown and prepared for export in irrigation settlements.

EX-SOLDIERS PRODUCING RAISINS AND CURRANTS

On many of the areas devoted to producing raising and currants are repatriated soldiers who saw service in the Great War, and both the Federal and State Governments have taken a paternal interest in the irrigation settlements which—though growing citrus and other fruit—in the main depend upon obtaining regular and payable oversea markets for dried fruit.

The blocks of land devoted to each settler vary from 15 to 21 acres, although there are smaller and much larger individual holdings. Substantial monetary advances have been made by the Governments to ex-soldiers whose qualifications for the work have been approved by an expert board.

This intense culture, on small individual holdings, has proved attractive to ex-soldiers who were wounded or were labouring under certain physical disabilities. Soldiers who lost a leg or arm have, through persistence and industry, made a success of their blocks, hence it may not be presumptuous to suggest that Canadian families purchasing Australian currants and raisins are rendering loyal and patriotic service to men, in a sister Dominion, who fought for our King and Empire.

CANADA'S IMPORTATIONS OF RAISINS

For the fiscal year ended March 31, 1924, Canada imported 17,318 long tons (of 2,240 pounds) of raisins, chiefly from California, valued at \$3,222,162.

AUSTRALIAN PRODUCTION OF RAISINS

On reliable authority, it is estimated that about 25,000 long tons of raisins were packed in Australia during the 1925 season, leaving a surplus—after supplying domestic requirements—of some 18,000 tons for export. With good climatic conditions, the vines now planted are—on expert authority—estimated to easily produce 38,000 tons of raisins, of which some 30,000 tons will be available for export to Canada and other oversea markets. This quantity with assured markets can unquestionably be largely augmented by settling areas now available for irrigation.

At this date a substantial portion of the 1925 pack has been exported, but packers are holding back considerable stock in order to demonstrate this year, in leading Canadian markets, the quality of their raisins and thus to be prepared for very much larger shipments of the 1926 pack to Canada.

CANADA'S IMPORTATIONS OF CURRANTS

In 1924, Canada imported 2,500 long tons (of 2,240 pounds) of dried currants, valued at \$554,310, chiefly from Greece.

AUSTRALIAN PRODUCTION OF CURRANTS

It is estimated that the 1925 pack of Australian dried currants exceeded 11,000 long tons, leaving a surplus of about 7,000 tons for export. With the cultivation now existing it is anticipated that, within a brief period, the production of currants will be some 13,000 to 14,000 tons leaving, after taking care of the domestic demand, some 10,000 tons for export to oversea markets.

It is generally conceded in Canada that the quality of Australian currants is superior to the Greek fruit, being cleaner, and packed under hygienic conditions which, it is hoped, will be speedily recognized by both importers and consumers.

It has been suggested to this office that Canadian importers might readily make a comparison by washing the contents of cases (obviously, equal quantities) of Australian and Mediterranean currants to ascertain the net weight results of the competing fruit. Further, it is maintained, for ordinary purposes, Australian currants require little—if any—washing before use. The features of quality and cleanliness will, it is hoped—after demonstration—prove attractive to Canadian importers of dried fruit, but some importers have stated in letters to this office that “currants are currants” to the average buyer, and hence the cheapest quotation will obtain the business.

It is anticipated that, both as regards currants and raisins, Australian exporters will co-operate by demonstrating in Canada that the quality of their dried fruit is such as that “on merit alone” it will ultimately obtain a decided purchasing preference in the Dominion.

AUSTRALIAN WHEAT YIELD, 1924-25

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, July 29, 1925.—According to the estimates received from the various states of the wheat yields for the 1924-25 season, the total for Australia reached 165,749,076 bushels, the second highest recorded, as compared with 124,687,643 bushels for the previous season. The record for the Commonwealth was 179,065,703 bushels in 1915-16, which was followed by the excellent one of 152,420,189 bushels in 1916-17.

The 1924-25 yield was not only a large one, but the greater proportion of it was marketed at the high prices prevailing in the earlier months of the year. While prices declined later, they have never been at a low figure during the present year and are still on a very profitable basis.

SOME SHOE ACCESSORY POSSIBILITIES IN THE SOUTH MIDLANDS OF ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, August 18, 1925.—A recent investigation of the Leicester and Northampton boot and shoe manufacturing trade indicates that in addition to sole, upper and patent leathers, as well as rough-turned last blocks, there are openings for many trade accessories.

HAND SHOE TACKS

Canadian manufactured hand shoe tacks are to-day selling in limited quantities in the South Midlands as well as the Kingswood district, Bristol, which means that German, Belgian and English competition is being met and partially overcome. This is, however, rather an exception as the grindery trade connected with the boot and shoe industry has always proved difficult for Canadian manufacturers.

The difficulty attending the sale of machine tacks in this market is owing to the practical monopoly held by one firm. This company supplies practically the whole trade with machinery for lasting, and it is understood one of the conditions imposed upon the purchaser is that in the event of a stoppage of any of the machines due to use of tacks other than their own manufacture, they refuse to allow their mechanics to make the necessary adjustment.

STIFFENERS OR COUNTERS

No. 1 medium-grade ladies' solid grain stiffeners or counters have during the past year been in the vicinity of 29s. (\$7.02) per gross pairs delivered, less $2\frac{1}{2}$ per cent discount. Quotations for lower grades are about 25s. 6d. (\$6.18). Another type of stiffener, made from two pieces of split leather, also ladies' medium size, are selling as low as 16s. (\$3.88) per gross pairs.

Canadian firms have in the past found this trade rather difficult, but quotations and samples of above will be welcomed by the Bristol office.

An important wholesale firm in Coventry who are obtaining from the United States three qualities (2-piece, 3-piece and grain) in all sizes from children's to men's and women's would like to make Canadian connections. Samples of these stiffeners have been forwarded to the Department of Trade and Commerce, and may be obtained on application.

HEELING BOARD AND PULPWOOD

Samples of heeling board, used as lifts in building heels, etc., are being forwarded to Ottawa. Pulpboard is consumed in large quantities for building up ladies' heels and supplies are largely from Norway, Sweden and Germany. The latter comes in sheets 24 x 38 inches.

Leatherboard for stiffeners, and even for insoling, is sold in weights of $1\frac{1}{2}$, $1\frac{3}{4}$, 2, $2\frac{1}{4}$, and $2\frac{1}{2}$ pounds per sheet in sizes 32 x 34 or 36 inches, and come packed in $\frac{1}{2}$ -cwt. sheets to the bundle. There are so many grades of qualities of board used that it is useless to quote prices, but a good quality leatherboard is about 26s. (\$6.30) per cwt. and cheaper qualities at 18s. (\$4.38) to 20s. (\$4.86).

Heeling board comes in a variety of thicknesses and ranges in price from 4d. to 1s. per pound.

SHANKS

So far as the Kingswood boot district, Bristol, is concerned possibilities for business are not good, but encouraging inquiries have been received from Northampton and Leicester area for all kinds of shanks.

Wood shanks are but little used in Kingswood, the manufacturers contenting themselves to use up old scraps of leather for this purpose. The district manufactures heavy boots almost exclusively, and such as they buy are of one size only which they use for all purposes. Three samples priced at 4s. to 7s. per 1000 have been forwarded to Ottawa.

An inquiry from Coventry received for wood shanks and samples has been sent to Ottawa. The sizes desired range from $2\frac{1}{2}$ inches up to $4\frac{1}{2}$ inches x $\frac{1}{16}$ inch in gradations of $\frac{1}{2}$ -inch.

Board and Steel Shanks.—These are bought in three sizes by manufacturers. Samples may be obtained on application to Ottawa. See trade inquiry in this issue (page 253).

Wood and Board Shanks are also bought in sizes 1, 2 and 3. Samples are available at the Department of Trade and Commerce, and quotations are desired for Coventry firm mentioned above.

Curved Wood Shanks generally come in sizes $3\frac{1}{2}$ x $\frac{1}{2}$, 4 x $\frac{1}{2}$ and 4 x $\frac{5}{8}$ inches.

Some idea of the importance of the shoe accessory trade may be obtained from the fact that the Coventry firm responsible for supplying most of the samples forwarded with this report state that they spend \$75,000 to \$100,000 every year in the United States for wood shanks, wood and board shanks, steel and board shanks, tacks, stiffeners and heeling board.

MARKET FOR CONFECTIONERY IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, August 18, 1925.—In view of recent inquiries from Canadian firms concerning a market in Scotland for Canadian-made chocolates and other sweets, an exhaustive inquiry has been made by this office into the possibilities and opportunities.

Glasgow is better supplied with chocolate manufacturers than almost any other city in the world. There are about a dozen makers in the city and each has numerous retail shops throughout the town and country. In addition to their own products, however, they handle in their retail stores, marshmallows, jelly beans and lollypops which are imported from Connecticut, and with which Canadian firms might be able to compete.

Marshmallows.—The reason these are imported, in the opinion of the trade here, is their superiority to the domestic product. They are retailed at 2s. a pound, and would require to be landed in Glasgow at c.i.f. 1s. 2d. a pound (26 cents). At present 1s. 1½d. f.o.b. Atlantic port is being accepted. A shipment often consists of 30 cases of 30 boxes of 5 pounds each. (That is 900 boxes each 5-pound mallows.)

Lollypops.—These are retailed at 3d. each, and would require to be landed here at 1½d. A shipment usually consists of at least 50 cases of 50 boxes of 24 lollypops, and they are usually bought ex-quay Glasgow.

Jelly Beans are retailed at 1s. 4d. a pound, and are bought by chocolate manufacturers at 9d. a pound from an importer, who would probably therefore obtain them at 6d. a pound (12 cents).

Any Canadian firms who think they could supply this market at the prices mentioned above should write to the Canadian Trade Commissioner at Glasgow and submit a small package of samples containing say 4 ounces each of jelly beans and marshmallows and six lollypops, accompanied by price in each case.

Chocolates.—Confections of attractive quality and appearance are sold here both in bulk and in pictured boxes at from 1s. 8d. to 4s. a pound. The well-known local manufacturer's name is stamped on the bottom of each sweet, and this is a decided advantage. In the dearer qualities each sweet is wrapped in fancy tinsel paper, with the maker's name also on the wrapper. What appears to be an additional incentive to the public to purchase the home product is that the chocolate sweets are to be seen in the shop windows in the process of coating in the presence of the retail customers, where the shop-assistant displays the uncovered centres and shows the method of covering, etc.

BRITISH REGULATIONS REGARDING THE USE OF PRESERVATIVES IN FOODS

TRADE COMMISSIONER HARRISON WATSON

London, August 18, 1925.—In the report from this office which was published in the *Commercial Intelligence Journal* of March 21, 1925 (No. 1084, page 267), it was stated that the Ministry of Health had decided to adopt the recommendations of the committee which had been investigating the use of preservatives in foods, and to forbid the use of all preservatives with the exception of small quantities of sulphur dioxide and benzoic acid. The committee also reported against the addition of metallic and other colouring matter to articles of food. The Ministry of Health has now issued, dated August 4, 1925, a memorandum embodying the final regulations.

Although the regulations and the schedules show practically no alteration from those contained in the report published in the issue of March 21, the schedules which now come into force, both as regards preservatives and labelling, are reproduced in their entirety hereafter.

Preliminary to indicating important features of the new regulations, it seems interesting to repeat that although they largely follow the pure food and similar laws in force in the United States and several other countries, this legislation represents most drastic changes as far as this country is concerned, if only that the use of boron and formaldehyde is totally prohibited. At the present time the supply of cold storage accommodation available, while sufficient for the winter months, is vastly inadequate for summer requirements. Moreover, its distribution is unequal and mainly limited to the larger cities. With the abolition of chemical preservatives, it will be necessary to revolutionize the cold storage of this country, both as regards public buildings and private houses—where the refrigerator is in comparatively limited use. The alternative of finding or discovering other and less injurious preservatives is a task which must necessarily occupy considerable time. Under the circumstances, it seems superfluous to say that the new regulations are meeting with renewed opposition from many quarters and it is freely criticized that their observance must heavily increase the cost of many foodstuffs.

DATE WHEN REGULATIONS COME INTO OPERATION

These regulations, which are described as "The Public Health (Preservatives, etc., in Food) Regulations, 1925," are to come into operation on January 1, 1927. It is provided, however, that—

- (i) the date is extended to January 1, 1928, so far as they relate to butter and cream; and
- (ii) as far as the regulations prohibit the sale of an article of food containing any preservative which is necessarily introduced by the use in its preparation of preserved bacon, ham, margarine or butter, they shall come into operation on July 1, 1927, in the case of bacon, ham, and margarine, and July 1, 1928, in the case of butter.

REGULATIONS APPLY TO IMPORTED ARTICLES OF FOOD

The regulations apply equally to imported foodstuffs and it is ordered that they are to be enforced by the officers of Customs and Excise and by the port and other sanitary authorities responsible for the administration of the Public Health (Imported Food) Regulations, 1925. The regulations in terms give co-ordinate jurisdiction to the officers of Customs and Excise and to the local authorities and their officers, but it has been arranged with the Commissioners of Customs and Excise that so far as meat and fish and their products are concerned, the enforcement will normally be left to local authorities and their officers, and that the officers of Customs and Excise will normally enforce the regulations so far as they apply to other articles of food.

SALE OF ARTICLES OF FOOD AND PRESERVATIVES

The principal clauses relating to the sale of articles of food and preservatives are as follows:—

A. (1) No person shall manufacture for sale or sell any article of food which contains any added preservative or any of the colouring matters specified in Part II of the First Schedule to these regulations:

Provided that—

- (i) any article of food specified in Part I of the said schedule may contain preservative of the nature and in the proportion therein specified;
- (ii) where an article of food specified in Part I of the said schedule is used in the preparation of any other article of food, the latter article may contain any preservative necessarily introduced by the use of the former article, but the total proportion of any one preservative contained in any article of food specified in that part of the schedule shall not exceed the proportion therein specified.

B. (1) A person who sells any of the articles of food specified in paragraph 1 of the Second Schedule to these regulations which contains any preservative shall cause such article at the time when it is exposed or offered for sale by retail or delivered to any purchaser, broker or agent to be labelled in accordance with the rules set out in that schedule:

Provided that—

- (i) this provision shall not apply where the article of food is exposed or offered for sale by retail or delivered to a customer in a hotel, restaurant or other such place for consumption on the premises; and
- (ii) when the article is exposed or offered for sale by retail it shall be a sufficient compliance with this requirement if a notice to the effect that the article contains preservative is exhibited in a conspicuous position so as to be easily readable by a purchaser.
- (iii) No person shall sell cream which contains any thickening substance.

C. (i) No person shall sell any article which is recommended in any mark or label placed thereon or on its receptacle or container for use as a preservative of, or colouring matter for, any article of food or is described or referred to in any such mark or label in terms likely to lead to its being so used,—

(ii) if such would be contrary to these regulations; or

(iii) if in the case of a preservative, it is not labelled in accordance with the rules set out in the Second Schedule to these regulations.

(iv) No person shall on or in connection with the sale of any article or in any advertisement, circular or notice relating thereto recommend it for use as a preservative of, or colouring matter for, any article of food, or describe or refer to it in terms likely to lead to its being so used, if such use would be contrary to these regulations.

(v) No person shall sell any article which is recommended in any such mark or label as aforesaid for use as a thickening substance for cream or is described or referred to in any such mark or label in terms likely to lead to its being so used, and no person shall on or in connection with the sale of any article or in any advertisement, circular or notice relating thereto recommend it for use as a thickening substance for cream or describe or refer to it in terms likely to lead to its being so used.

DEFINITIONS

With reference to the above, it seems advantageous to also reproduce some of the leading definitions which are set forth in the memorandum, as follows:—

“Preservative” means any substance which is capable of inhibiting, retarding or arresting the process of fermentation, acidification, or other decomposition of food or of masking any of the evidence of putrefaction; but does not include common salt (sodium chlorite), saltpetre (sodium or potassium nitrate), sugars, acetic acid or vinegar, alcohol or potable spirits, herbs, hop extract, spices and essential oils used for flavouring purposes or any substance added to food by the process of curing known as smoking.

“Thickening substance” means sucrate of lime, gelatine, starch paste or any other substance, which when added to cream is capable of increasing its viscosity, but does not include cane or beet sugar.

“Sulphur dioxide” includes sulphites, and “benzoic acid” includes benzoates.

Other stipulations are that the prohibition shall not apply in the case of any article which is intended to be exported or re-exported or in the case of butter intended for use as ships' stores; also that the certificate of the Government chemist or the public analyst shall be sufficient evidence of facts, and persons are required to give the officer of Customs and Excise, or any local authority who is acting in the execution of these regulations, all reasonable assistance.

THE FIRST SCHEDULE

Part I.—Articles of Food which may contain Preservative and Nature and Proportion of Preservative in each case

The articles of food specified in the first column of the following table may contain the preservative specified in the second column in proportions not exceeding the number of parts (estimated by weight) per million specified in the third column:—

Food	Preservative	Parts per Million
1. Sausages and sausage meat containing raw meat, cereals and condiments...	Sulphur dioxide.....	450
2. Fruit and fruit pulp, not dried:		
(a) Strawberries and raspberries.....	“	2,000
(b) Other fruit.....	“	1,500
3. Dried fruit:		
(a) Apricots, peaches, nectarines, apples and pears.....	“	2,000
(b) Raisins and sultanas.....	“	750
4. Unfermented grape juice and non-alcoholic wine made from such grape juice if labelled in accordance with the rules contained in the Second Schedule to these regulations.....		
5. Other non-alcoholic wines, cordials and fruit juices, sweetened or unsweetened.....	Benzoic acid.....	2,000
	{ Either sulphur dioxide or	350
	benzoic acid.....	600
6. Jam (including fruit jelly prepared in the way in which jam is prepared, but not including marmalade made from citrus fruits).....	Sulphur dioxide.....	40
7. Candied peel.....	“	100
8. Sugar (including solid glucose).....	“	70
9. Corn syrup (liquid glucose).....	“	450
10. Gelatine.....	“	1,000
11. Beer.....	“	70
12. Cider.....	“	200
13. Alcoholic wines.....	“	450
14. Sweetened mineral waters.....	{ Either sulphur dioxide or	70
	benzoic acid.....	120
15. Brewed ginger beer.....	Benzoic acid.....	120
16. Coffee extract.....	“	450
17. Pickles and sauces made from fruit or vegetables.....	“	250

Part II.—Colouring Matters which may Not be Added to Articles of Food

1. Metallic Colouring Matters

Compounds of the following metals:—

Antimony	Chromium	Lead
Arsenic	Copper	Zinc
Cadmium	Mercury	

2. Vegetable Colouring Matter

Gamboge

3. Coal Tar Colours

Number in Colour Index of Society of Dyers and Colourists, 1924	Name	Synonyms
7	Picric acid	Carbazotic acid.
8	Victoria yellow.....	Saffron substitute; Dinitrocresol.
9	Manchester yellow.....	Naphthol yellow; Martius yellow.
12	Aurantia.....	Imperial yellow.
724	Aurine.....	Rosolic acid; yellow Coralline.

THE SECOND SCHEDULE

Labelling of Articles of Food containing Preservative and of Preservatives

1. The articles of food containing preservative to which the rules as to labelling set out in this schedule apply are sausages, sausage-meat, coffee extract, pickles and sauces, and (where the proportion of benzoic acid exceeds 600 parts per million) grape juice and wine.

2. (1) Where any of the said articles of food contains preservative it shall bear a label on which is printed the following declaration or such other declaration substantially to the like effect as may be allowed by the Minister:—

(a)

CONTAIN(S) PRESERVATIVE

(2) The declaration shall be completed by inserting at (a) the word "This" or "These," followed by the name of the food as used in paragraph 1 of this schedule.

3. In the case of grape juice or wine to which these rules apply there shall be added to the declaration the words "and is not intended for use as a beverage."

(1) An article sold as a preservative shall bear a label on which is printed the following declaration or such other declaration substantially to the like effect as may be allowed by the Minister:—

THIS PRESERVATIVE CONTAINS
(a) PER CENT. OF SULPHUR DIOXIDE

(2) Where the article contains benzoic acid the words "Benzoic Acid" shall be substituted for the words "Sulphur Dioxide."

(3) The declaration shall be completed by inserting at (a) in words and figures, excluding fractions (e.g. "seventy (70)"), the true percentage of the sulphur dioxide or benzoic acid present in the article.

4. The prescribed declaration shall in each case be printed in dark block type upon a light coloured ground within a surrounding line and no other matter shall be printed within such surrounding line. The type used shall be not less than one-eighth of an inch in height, or, in the case of grape juice or wine to which these rules apply, one-sixteenth of an inch in height.

5. The label shall be securely affixed to the article or be part of or securely affixed to the wrapper or container, and in any case shall be so placed as to be clearly visible. If the article bears a label containing the name, trade mark, or design representing the brand of the article or the name and address of the manufacturer or dealer the prescribed declaration shall be printed as part of such label.*

6. No comment on or explanation of the prescribed declaration (other than any direction as to use in the case of a preservative) shall be placed on the label or on the wrapper or container.

CONDITIONS IN THE UNITED STATES

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes under date August 28, 1925, that the Federal Reserve Board reports that production in basic industries in the United States turned upwards in July after a continuous decline since January. The board also reports a further advance in wholesale prices, continued distribution of commodities in large volume, increased freight car loadings, and expansion in the demand for commercial credit.

UNITED STATES COTTON CROP

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes under date August 25, 1925, that the United States Department of Agriculture reports that the condition of cotton on August 16 indicates a crop of 13,990,000 bales, which is an increase of 424,000 bales over the forecast based on the condition of the crop on August 1. The present forecast is 144.1 pounds of lint cotton per acre as compared with 139.8 on August 1 and 157.5 in 1924. During the last ten years the available yield per acre has been 154 pounds per acre.

*In the case of imported food, the provisions of section 16 of the Merchandise Marks Act, 1887 (50-IV. c. 28), must also be complied with if the label bears the name or trade mark of a dealer or merchant in the United Kingdom.

SUMMARY OF THE TRADE OF CANADA: MONTH, FOUR MONTHS, AND TWELVE MONTHS ENDING JULY, 1925

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of July, 1925			Four Months ending July, 1925			Twelve Months ending July, 1925		
	Total Imports	From United Kingdom		Total Imports	From United Kingdom		Total Imports	From United Kingdom	
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>									
Agricultural and Vegetable Products.....	17,916,735	2,554,056	8,716,843	64,460,095	9,758,464	30,082,005	177,280,758	28,920,581	80,129,384
Animals and Animal Products.....	3,300,972	242,096	2,339,093	14,255,002	2,161,538	9,557,847	43,238,238	5,638,969	29,275,923
Fibres, Textiles and Textile Products.....	16,774,697	6,140,321	6,876,764	56,412,447	21,765,179	23,622,714	171,800,357	72,081,863	68,200,249
Wood, Wood Products and Paper.....	3,332,875	3,338,970	2,848,528	12,541,312	1,193,489	10,607,401	37,998,778	3,571,382	32,365,707
Iron and its Products.....	15,096,626	1,905,658	12,835,205	59,918,712	6,748,310	51,717,755	142,585,477	17,450,880	121,582,253
Non-Ferrous Metals and their Products.....	3,763,634	530,496	2,986,477	14,026,026	1,816,777	11,273,851	41,630,661	4,403,360	33,385,283
Non-Metallic Minerals and their Products.....	14,429,837	1,877,479	11,026,846	45,394,106	4,959,889	36,437,149	130,251,809	11,201,307	109,191,940
Chemicals and Allied Products.....	2,259,620	339,015	3,311,522	9,057,626	1,377,032	6,001,426	25,994,750	4,207,445	17,149,735
Miscellaneous Commodities.....	4,617,407	741,019	3,238,117	16,017,765	2,267,132	11,842,878	46,976,214	6,965,350	33,391,257
Total Imports, 1925.....	81,492,403	14,669,110	52,259,395	292,083,091	52,047,871	191,143,026	817,757,042	154,445,363	524,761,711
1924.....	72,631,365	13,680,327	45,174,750	271,258,586	48,706,126	176,371,909	850,472,013	150,682,439	565,849,028
1923.....	77,074,230	13,465,325	50,192,934	314,153,440	51,610,377	211,778,428	880,490,108	153,001,278	595,463,692
<i>Exports (Canadian Produce)</i>									
Agricultural and Vegetable Products.....	38,242,538	23,256,384	3,450,816	144,254,849	82,161,847	17,880,266	442,248,263	261,909,574	45,308,844
Animals and Animal Products.....	22,340,504	14,590,388	6,158,130	52,873,392	27,644,420	19,710,792	177,462,639	89,512,248	61,843,383
Fibres, Textiles and Textile Products.....	977,808	112,692	612,351	2,962,006	611,800	1,504,071	9,966,208	2,139,082	5,058,960
Wood, Wood Products and Paper.....	23,884,039	2,380,501	19,743,977	85,841,797	6,877,212	73,257,637	258,397,289	17,836,349	222,910,531
Iron and its Products.....	4,084,055	341,484	4,674,435	18,847,667	1,558,028	2,071,187	57,405,563	6,985,927	5,469,978
Non-Ferrous Metals and their Products.....	7,496,273	1,032,450	4,370,147	29,389,917	5,886,912	17,342,940	94,817,368	18,232,287	59,328,257
Non-Metallic Minerals and their Products.....	2,034,699	68,625	1,280,092	7,021,859	379,771	4,795,669	21,393,432	1,350,951	13,839,176
Chemicals and Allied Products.....	1,374,836	287,674	1,556,819	5,217,645	1,205,648	2,280,826	16,911,211	3,706,249	8,296,270
Miscellaneous Commodities.....	1,294,035	174,565	885,818	4,998,772	1,944,048	3,080,535	14,563,690	3,636,962	8,645,440
Totals, 1925.....	101,678,787	42,244,763	37,525,585	351,407,904	127,269,686	141,943,923	1,093,165,663	404,499,650	430,693,830
1924.....	87,059,218	31,485,721	36,069,863	327,309,594	118,613,469	128,667,228	1,066,306,260	383,951,324	422,818,218
1923.....	82,997,748	25,012,911	37,136,712	306,355,390	94,719,727	136,556,554	994,552,364	386,027,309	402,191,269
<i>Exports (Foreign Produce)</i>									
Totals, 1925.....	1,601,132	95,666	1,417,308	4,374,303	308,850	3,736,521	12,600,059	1,151,013	10,429,118
1924.....	1,161,310	79,010	882,632	4,068,534	482,452	3,074,902	12,743,039	1,347,533	10,134,198
1923.....	1,480,150	65,845	1,357,840	4,737,736	237,939	3,876,069	13,798,155	804,081	11,226,442
<i>Excess of Imports (i) or All Exports (e)</i>									
1925.....	(e) 21,787,516	(e) 27,671,319	(i) 13,316,502	(e) 63,699,116	(e) 75,530,665	(i) 45,462,582	(e) 288,008,680	(e) 251,205,270	(i) 83,638,754
1924.....	(e) 15,589,163	(e) 17,884,404	(i) 8,222,255	(e) 60,119,542	(e) 70,389,795	(i) 44,629,779	(e) 228,576,286	(e) 234,616,618	(i) 132,897,512
1923.....	(e) 7,403,668	(e) 11,613,431	(i) 11,698,382	(i) 30,603,314	(e) 43,347,289	(i) 71,346,805	(e) 127,860,411	(e) 253,530,112	(i) 182,035,361

DEVELOPING TRADE IN THE DUTCH EAST INDIES THROUGH HOLLAND

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, August 10, 1925.—The recently issued Condensed Preliminary Report of the Trade of Canada for the Fiscal Year ending March 31, 1925, shows the increasing importance of the Dutch East Indies as a market for Canadian goods. Exports of Canadian products to this market during 1923 were valued at \$654,859—a total which was increased to \$1,104,074 in 1924, and to \$1,473,951 in 1925.

While a fair variety of products is being distributed in this market, the diversified needs of a mixed European and native population should make for a much more comprehensive demand. Commercial activity in these valuable Dutch possessions comprises many phases of the processes of satisfying world-wide demands for basic raw materials, such as rubber, tobacco, sugar, and minerals such as tin, and the permanency of the investments in these undertakings points to the desirability of stimulating export trade to these dependencies.

In co-operation with the Canadian Trade Commissioner in Singapore an effort is being made to facilitate the entrance of Canadian goods by way of the head offices in Holland of those large companies operating plantations or distributing houses in the Dutch East Indies.

As a first endeavour in order to ascertain to what extent an interest could be aroused, one of the largest distributing organizations in the Dutch East Indies with head office in The Hague, five main branches in the East and some forty distributing houses, has been approached regarding their requirements. This firm has now been so sufficiently well advised regarding Canada as a source of supply that they have expressed their willingness to give every consideration to offers of merchandise which they receive and which they may be in a position to distribute. This company, whose name and address may be secured on application to the Department of Trade and Commerce, Ottawa, have a capital of 9,000,000 guilders (\$3,600,000) and a reserve of 1,500,000 guilders, and from their gross earnings of nearly 2,000,000 guilders in 1924 they were able to pay an ordinary dividend of 9 per cent.

It will of course readily be understood that the inquiring Dutch company are interested in an extremely wide range of merchandise, and a fair estimate of the comprehensive breadth of their business operations may be made after studying the subjoined selected list of commodities in which it is thought Canadian exporters should best be able to compete.

Canned Salmon.—This company expressed to the Canadian Trade Commissioner in the Dutch East Indies the dissatisfaction with the chum salmon they had received from an American packer and they will be only too pleased to consider other sources of supply. Firms intending to correspond regarding this commodity should be prepared to send samples, labels, and quotations c.i.f. or c. and f. to The Hague office for consideration.

Canned Fruit.—In addition to distributing canned salmon, this company also place large quantities of canned fruit in their market, and they would be glad to receive samples of Canadian canned goods, but insist that the samples offered must be equal to the goods they at present receive from California, particularly with regard to the firmness of the fruit, the clarity of the syrup, and the attractiveness of the label.

Automobile Tires.—As the distributing agent of the export representative of a large American manufacturer of automobiles, this firm are in a position to distribute automobile tires in other than the two districts in which they repre-

sent the manufacturers of the Michelin tire. The extent of their interest in this trade can be estimated from the fact that they distribute about 300 automobiles a month. There is an opening here for small tools also, but not accessories.

Textiles.—If any Canadian manufacturers are in a position to offer voiles, plain-dyed and printed, they certainly should get in touch with this distributor in view of the wide demand for these materials in the Dutch East Indies.

Paper.—Wrapping paper is more or less a luxury in the Dutch East Indies and for this reason great quantities of old newspapers are imported as a substitute. This company would like to receive quotations for old newspapers pressed into bales weighing about 280 pounds gross, which the exporter should wrap in gunny bags and make the package secure with three or four iron straps.

There is also an opening for foolscap and other writing papers, but any firm opening up negotiations especially in connection with foolscap should be prepared to compete with German manufacturers with respect to a peculiar service they render in that the Dutch company require the paper packed in a certain way, wrapped and banded with strips of coloured paper, odd details to which their trade is accustomed.

Chemicals.—While it may not be possible for Canadian manufacturers to compete with German exporters of acetic or formic acid, the Dutch distributing company would be glad to receive quotations on these acids, cost and freight. It was stated that German manufacturers are at present offering acetic acid at £44 f.o.b. Hamburg, which is about £55 per ton cost and freight Dutch East Indian ports.

This firm would also like to receive quotations from Canadian manufacturers of caustic soda if such manufacturers can export this commodity 76 per cent pure, packed in iron drums, each drum containing 700 pounds.

It has been deemed sufficient for the moment to present only a few explicit inquiries for the attention of Canadian exporters. Further efforts in this direction will naturally be based on the measure of success which attends this initial attempt to broaden the markets for certain Canadian producers, who should be able to export to the Dutch East Indies to advantage, and who, it is hoped, will endeavour to avail themselves of the favourable opportunity now offering.

NEW ITALIAN DUTIES ON GRAINS AND FLOURS

ASSISTANT TRADE COMMISSIONER JEAN J. GUAY

Milan, August 13, 1925.—Under date of July 24, and effective on the same date, the *Gazzetta Ufficiale* published a Royal Decree establishing the customs duties on grains and flour entering Italy. The new duties (in gold lire, per quintal of 220 pounds) are as follows: wheat, 7½; corn, 1½; wheat flour, 11½; oats, 4; bran, 2; semolina, 15½; rye, 4½.

Owing to the increasing demand for flour and the totally inadequate local production, duties on grain and flour had for some years been abolished by decree prohibiting exports and permitting free entry of grains for periods of six months at a time. These had been repeatedly renewed; the last time on June 30, to be effective until December 31, 1925.

The re-establishment of the duty came as a surprise, although for some time a press campaign has been conducted urging the necessity of greater local grain production in order to make Italy less dependent upon foreign markets and to prevent the exodus of thousands of millions of liras in payment for the grain and a further decline in the value of the lira on foreign markets. A special commission was also appointed, with Premier Mussolini at its head, to advise the Government as to the best method of obtaining an increased cereal production. While the consumption of cereals had grown considerably since the war, the local production had remained practically unchanged, and whereas from

1913 to 1921 the total import of grains represented less than one-quarter of the total consumption, the proportion for the period 1921-25 was somewhat above one-third.

The following table will show the amount of grain and flour imported into Italy during the calendar years 1922, 1923, and 1924:—

	1922 Metric Tons	1923 Metric Tons	1924 Metric Tons
Wheat—			
Hard..	505,566	655,218	436,428
Soft..	2,175,736	2,133,524	1,694,590
Total wheat.. . . .	2,681,302	2,788,742	2,131,018
Rye..	2,655	6,235	3,260
Barley..	31,918	29,540	33,113
Corn..	504,454	444,200	147,100
Flour—			
Wheat..	361	2,007	3,172
Rye..	4	12	64
Oatmeal..	23	16	20
Corn..	36	152	163
Semolina..	3	33	70

The proportion of Canadian wheat in comparison with the total quantity imported rose from 8 per cent in 1922 to 13 per cent in 1923 and to 19 per cent in 1924. As regards flour, however, the Italian statistics do not show separately the amounts as coming from the various countries, but Canadian statistics show that the quantity exported to Italy, which amounted to 57,000 barrels during the fiscal year ending March, 1920, rose from 2,604 barrels to 18,746 barrels, to 88,521 barrels, and to 94,190 barrels during the same period ending March, 1922, 1923, 1924 and 1925 respectively. These figures indicate that great quantities of Canadian flour pass through Italy in transit.

There is no doubt that Canadian wheat and flour are rapidly being more and more appreciated on the Italian market. Canadian hard wheat is now considered almost indispensable for the manufacture of alimentary pastas. In the case of flour, however, the conditions are not quite the same, and the rate of duty for flour—viz. 11½ gold lire per quintal (220 pounds)—is out of proportion to that of wheat at 7½ gold lire per quintal.

At the date of the royal decree bringing into effect the new duties on grains and flours most of the wheat available for sale by the producers had already passed into the hands of brokers, who immediately raised their price. As a result the price of bread went up the equivalent of one cent per pound almost at once. (The cost of living in Italy has gone up 20 per cent in the course of the last year.)

Steps are being taken by the Government to encourage a more extensive grain production. These apply more particularly to Central and Southern Italy, where relatively large tracts of arable land are as yet unproductive. Northern Italy has no such land, and practically no increased production will be forthcoming from this part, where the most modern methods of intensive cultivation consistent with local conditions are being followed, and hardly a small patch of land is left unproductive. The yield might be somewhat increased, however, all over the country by improved selected seeds, and the Government is strongly urging the production of such seeds.

A sum of 2,000,000 lire has been set aside to be distributed during the current financial year to such organizations in Southern Italy as will produce no less than 200 metric tons of improved selected seeds whether of local or foreign source. Canadian seed producers may find a good market there for winter wheat seeds, and it would be in their interest to at once forward to this office a certain number of small samples, together with full information, code words, and prices c.i.f. Naples for immediate delivery. It must be remembered that seeding takes place in Italy during the second week of November and that shipments will have to be made at the latest around October 1.

PATENTS, DESIGNS, AND TRADE MARKS IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

PATENTS

Auckland, August 3, 1925.—Any person may make an application for a patent in New Zealand provided he is the true and first inventor, or the nominee, assignee, or legal representative of the inventor. Two courses are open to an inventor who wishes to secure a patent. If the invention is in the experimental stage and requires protection from piracy while the experiments are being completed, the best course is to obtain provisional protection for nine months; before the end of this period the application may be converted into a complete patent one. The provisional protection documents are kept secret, and no publication takes place until the complete specification is lodged and accepted. The provisional specification must disclose the nature of the invention and must foreshadow what it is actually proposed to do.

If the invention is worked out in all its details to the satisfaction of the inventor, it can be made the subject of a complete patent application in the first instance. It is on the complete specification that the validity of the patent rests. If the application is accepted, the complete specifications are open to inspection and any person may, within two months from the date of its publication in the *New Zealand Gazette*, give notice of opposition to the granting of the patent.

The term of a patent in New Zealand is sixteen years, dating from the lodging of the provisional, on the one hand, or the filing of the complete specification in the first instance, on the other. The patent must be sealed within fifteen months of the application.

The monopoly rights of an invention are considered as being abused if the patented invention is not being worked in New Zealand on a commercial scale, or if the demand is not being met to an adequate extent and on reasonable terms, or if the patentee refuses to grant licenses upon reasonable terms or under certain other conditions.

Applications for either provisional protection or a patent must be in the form prescribed and the complete specification must be accompanied by detailed drawings.

The fees payable are as follows:—

- On application with provisional specification, £1.
- On application with complete specification, £2.
- On filing complete specification subsequently, £2.

Other fees are payable if an extension of time is applied for, if notice of opposition is given, etc.

It is not necessary to employ a patent attorney, but it is usually found very desirable, particularly in view of the fact that changes must sometimes be made in the wording of a specification. In this event, the patent attorney would have power to effect minor changes, thereby saving many months' delay. The Department of Trade and Commerce, Ottawa, have on file a list of patent attorneys in New Zealand, together with their fees.

All communications in connection with patents should be directed to the Registrar of Patents, Wellington, New Zealand.

Further details of the Act may be obtained on application to the Department of Trade and Commerce, Ottawa (quote file No. 26630).

DESIGNS

Protection is provided by design registration for the new pattern, shape, or configuration or ornament of any article of manufacture. Applications for registration should be made in the prescribed form, and must state the class of com-

modity to which the design is to be applied. Four exactly similar drawings or tracings or—subject to the approval of the registrar—photographs must be forwarded with the application. A registered design is copyright for five years and the time may be extended for two further periods of five years.

Before delivery on sale of any article to which a registered design has been applied each such article must be marked with the word "Registered," or with either of the abbreviations "Regd." or "Rd.", and (except in the cases of certain specified classes) also with the number appearing on the certificate of registration.

The following are some of the fees payable:—

- On application to register one design to be applied to a single article in a class, 10s.
- On application to register one design to be applied to a set of articles in a class, £1.
- On application to register at the same time one design in two or more classes—
 - For the first of such classes, 10s.
 - For each other class, 5s.
- On extension of period of copyright for five years, £1.
- On extension of period of copyright for a further five years, £2.

TRADE MARKS

A registrable trade mark must consist of at least one of the following essential particulars:—

- (a) The name of a company, individual or firm represented in a special or particular manner.
- (b) The signature of the applicant for registration or some predecessor in his business.
- (c) An invented word or invented words.
- (d) A word or words having no direct reference to the character or quality of the goods and not being, according to its ordinary significance, a geographical name or a surname.
- (e) Any other distinctive mark; but a name, signature, or word or words, other than such as fall within the descriptions in the preceding sections (a), (b), (c), and (d) shall not be registrable under the provisions of this paragraph except upon evidence of its distinctiveness.

Applications must be in the required form, and great care should be taken to comply with the regulations in this respect. If the requirements of the Act and rules have been complied with and the mark does not appear to clash with any prior registration, the application will be advertised in the Supplement to the *Patent Office Journal*. If after two months the application is not opposed, the mark will be finally reviewed and if in order will be placed on the register and the certificate of registration issued.

When an application is passed a block or electrotype should be furnished for advertising purposes. This should be not larger than 2 inches by 2 inches. The employment of an attorney is not essential, but is usually considered advisable; in fact an address for service in New Zealand may be required.

The ordinary fees payable are: On application, 15s.; on registration, £1; and a fee of £2 payable before the expiration of every fourteen years. A trade mark remains in force for fourteen years and can be continued indefinitely by payment of the prescribed fee before the end of each such period.

SUMMARY

The foregoing paragraphs give a synopsis of the existing New Zealand regulations pertaining to patents, designs, and trade marks, but it is impossible in the scope of an article such as this to embody every detail. Canadian firms and individuals who desire to do so may borrow from the Department of Trade and Commerce copies of the complete acts and regulations. These are as follows: Patents, Designs, and Trade Marks Act, 1921-22; Patents, Designs, and Trade Marks Amendment Act, 1924; Patent Office Pamphlet (1924), giving information concerning applications for letters patent and for registration of designs and trade marks, with notes on recent amendments to the Act; and Regulations under the Patents, Designs, and Trade Marks Act, 1921-22, and Patents, Designs, and Trade Marks Amendment Act, 1924 (inclusive).

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Acting Canadian Government Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department and the Public Works Department, Wellington. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Stores Manager, Post and Telegraph Department, and the Secretary, Public Works Supplies and Tenders Committee, Government Buildings, Wellington, in accordance with these specifications.

PUBLIC WORKS DEPARTMENT

No.	Date of Closing	Particulars
P.W.D. 62556	Nov. 17, 1925.	Napier-Wairoa Railway. Tutira and Putorino Sections. Matahaura and Waikoua Bridges.—Construction, manufacture, and erection complete, ready to receive the permanent-way, of all the steelwork and ironwork for the piers and superstructure of the above two bridges, etc.
P.W.D. 63355	Sept. 29, 1925	Wellington-Napier Railway. Hutt Valley duplication. Hutt river bridge at 8m. 28c. 32 (thirty-two) 45 ft. deck plate girder spans, including all necessary field-rivets, bed-plates, holding-down bolts with nuts, washers and gibs complete, steady-bolts with nuts and washers, and steady-pins.

POST AND TELEGRAPH DEPARTMENT

Stores 13/361	Oct. 27, 1925	5 miles wire, copper, $\frac{1}{8}$ s, vulcanized rubber insulated, taped and braided C.M.A. 600 megohm grade.
Stores 13/364	Nov. 9, 1925	4 tons houseline, three ply, for cable hangers, to specification No. 167, dated August, 1924, and drawing No. W. 1834-H dated 31.7.24.

NEW RATES OF POSTAGE TO PLACES OUTSIDE OF CANADA

As a consequence of the Postal Convention adopted by the universal Postal Union Congress held at Stockholm last year, the following changes in postal rates will come into effect on the 1st October, 1925:—

Letters.—The rate on letters to places outside of Canada with the exception of places in the Empire and of places in the North American continent (to which the Canadian domestic rate applies) will be 8 cents for each letter weighing one ounce or less. On letters weighing more than an ounce, the rate will be 8 cents for the first ounce, and 4 cents for each subsequent ounce or fraction of an ounce.

Commercial Papers.—The rate on commercial papers to places outside of Canada will be 8 cents for a packet not exceeding 8 ounces in weight and 2 cents for every 2 ounces or fraction of 2 ounces thereafter.

LETTER POSTAGE TO NORTH AMERICAN CONTINENT

From the 1st of September the domestic letter rate of 3 cents for the first ounce and 2 cents additional for each subsequent ounce has been in effect as regards letters mailed in Canada to any part of the North American continent. This rate already applies to letters for the United States, Mexico, and the British West Indies, and, as already announced, also comes into effect as regards letters for Newfoundland from the 1st of September. With the further extension mentioned above, it will apply from the 1st of September next to the following additional countries: Costa Rica, Cuba, Dominican Republic, Dutch West Indies (Aruba, Bonaire, Curacao, Saba, St. Eustatius, St. Martin), French West Indies (Martinique, Guadeloupe), Guatemala, Haiti, Honduras Republic, Nicaragua, Panama Republic, Salvador, and St. Pierre and Miquelon.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New South African Customs Tariff

TRADE COMMISSIONER G. R. STEVENS

I

Cape Town, July 30, 1925.—The new customs tariff*, as finally passed, included a considerable series of amendments to the schedules as introduced on April 8. A good many of these amendments consisted of nothing more than changes of phraseology. In some cases, however—and from a Canadian point of view, particularly in the preferential schedules—alterations of considerable importance were made.

ADDITIONS TO CANADIAN PREFERENTIAL SCHEDULE

The original schedule of Canadian preferences consisted of seven items. Of these seven items, six remain as originally proposed namely:—

Tariff Item	Article	Maximum Duty	Amount of Rebate
15 (a)	Wheat:		
	I. In the grain.. . . .	1s. 2d. 100 lbs.	2d. 100 lbs.
	II. Ground or otherwise prepared.. . . .	3s. 3d. 100 lbs.	4d. 100 lbs.
19 (e)	Fish, tinned (not specially provided for).	1½d. lb.	¼d. lb.
81	Twine—seaming and binding and harvest yarn.. . . .	5%	Whole duty
192	White lead:		
	(a) Dry.. . . .	7s. 100 lbs.	1s. 100 lbs.
	(b) Ground in oil:		
	I. In packages containing 50-lb. weight or over.. . . .	10s. 100 lbs.	1s. 100 lbs.
	II. In packages containing less than 50-lb. weight.. . . .	11s. 100 lbs.	1s. 100 lbs.
260.	Rubber pneumatic tires and tubes—		
	(a) Tires, including the weight of the immediate wrapper.. . . .	1s. lb.	2 d. lb.
	(b) Tubes for motor vehicles other than motor cycles and cycles.. . . .	7½d. lb.	1½d. lb.
	(c) Tubes for motor cycles and cycles.. . . .	1s. lb.	2 d.
261.	Rubber tires—solid; complete or in lengths or in the piece.. . . .	3d. lb.	1 d. lb.
279.	Wood—unmanufactured.. . . .	Ad valorem 3%	Whole duty

One item of the former preferences has been changed. Originally it was proposed to admit Canadian newsprint free of duty as against 30s. per ton on foreign newsprint. This has been altered to Canadian newsprint free as against 5 per cent ad valorem, which is a reduction of approximately half. To compensate for this reduction, the following preferences have been granted to Canada:—

Tariff Item	Article	Maximum Duty	Amount of Rebate
134.	Pipes, piping, tubes, and fittings of metal: for gas, steam, drainage, sewerage, irrigation, water supply and water pumping; not including grids, man-hole covers and fittings, and surface boxes.. . . .	5%	Whole duty
	(a) Wrought iron or steel pipes and tubes, except downpipes and gutterings.. . . .	1s. 100 lbs.	Whole duty
	(b) Cast iron pipes and tubes except downpipes and gutterings.. . . .	8d. 100 lbs.	Whole duty
	(d) Down piping and guttering and fittings therefor.. . . .	Ad valorem 20%	Ad valorem 5%
	(e) Cocks and taps, and meters and pipe fittings n.e.o.. . . .	5%	Whole duty
	Cisterns.. . . .	20%	5%

* See *Commercial Intelligence Journal* No. 1113 (May 30, 1925, page 526), for review of the South African tariff measure as introduced. It passed the Senate on July 23. The new tariff, including the new preferential schedule, went into effect as from July 30.

Tariff Item	Article	Maximum Duty	Amount of Rebate
	(g) Water meters for		
	(h) House connections, not exceeding one-inch piping.. . . .	3s. each	Whole duty
70.	Hosiery, namely: socks and stockings.. . . .	Ad valorem 15%	Ad valorem 5%
143(b)	Electrical cooking and heating appliances (including kettles and irons); not being machinery elsewhere provided for.. . . .	Ad valorem 20%	Ad valorem 5%
146.	Mechanics' tools: being tools ordinarily used by mechanics or artisans, and not being agricultural implements or machine tools ..	3%	Whole duty

CHANGES IN THE GENERAL SCHEDULE

Item 2—Baking Powder.—The duty as originally proposed has been halved, and now stands at 4d. per pound, or 30 per cent ad valorem, whichever is the greater, in comparison with 4d. hitherto.

Item 14—Confectionery.—A new sub-item for slab chocolate with a duty of 4d. per pound or 30 per cent ad valorem has been introduced, distinguishing it from general confectionery, which will pay 3½d. per pound or 35 per cent ad valorem.

Item 19c—Fish Pastes.—Fish pastes have become item 9 (d) instead of forming part of 19 (c), with a duty of 1½d. per pound instead of 25 per cent ad valorem as previously projected.

Item 31—Meat Pastes.—The duty originally suggested upon this item was 1½d. per pound. This has been increased to 3d. per pound.

Item 21—Oatmeal.—Oatmeal under any trade description whatsoever has been ruled out of item 21 and placed under item 15b, upon which the duty is 3s. per 100 pounds.

Item 48a—Stout.—Stout has been differentiated from other malt liquors, and given a rating of 2s. 3d. per proof gallon, which is 6d. per gallon less than the duty in its previous classification.

Item 130—Steam Wagons.—Steam wagons have been excised from item 130, which places duties of 20 per cent upon motor vehicles, and have been placed under item 147, where they are free of duty.

Item 155—Wire Fencing.—All 3-inch mesh wire fencing is now on the free list, irrespective of gauges and widths.

Item 160—Fruit Jars.—Fruit jars are included under ordinary glass bottles, being dutiable at 5 per cent ad valorem.

Item 232—Paper Bags.—The former duties of 1½d. per pound and 1½d. per pound, according to whether the bags are printed or unprinted, has been deleted, and 30 per cent ad valorem has been substituted.

Item 295 (a)—Sanitary, Sensitized and Tracing Papers.—These items have been struck out of 295 (a), where they were dutiable at 15 per cent ad valorem, and now form a new sub-item in which they are dutiable at 20 per cent ad valorem.

[A further report from Mr. Stevens on the New South African Tariff will be published in our next issue.]

Irish Free State Invoice Requirements

Mr. A. F. MacEachern, Assistant Canadian Trade Commissioner in Dublin, furnishes the following information on the subject of invoicing goods to the Irish Free State:—

The value of any article for the purpose of assessment of ad valorem duty is the price which an importer would give for the article if delivered freight and insurance paid, in bond, at the place of importation. It is the price which would be paid on a bona fide purchase at the ship's side in this country.

The evidence of value normally required to be furnished by the importer in the case of goods liable to ad valorem duty is the original invoice from the consignor, together with any documents to show the cost of freight and insurance (if any), and other charges not included in the invoice price. Invoices therefore are required to be produced with all entries relating to goods subject to ad valorem duties. In the case of other dutiable goods, invoices must be

produced, if demanded, at the time of entry, or within twelve months thereafter. No special form is required, but where an invoice is necessary, the value of each separate class or description of goods to which it applies must be given.

The certificates of origin required in the Irish Free State to establish a claim to Imperial preference correspond with those in use in Great Britain.

Danish Egg Marking Regulations

Regulations concerning the import and export of eggs from or to Denmark, which went into effect as from August 1, 1925, contain the following regulation: "On eggs (hens') imported into Denmark as well as on the package containing them shall be marked, in Danish or in other language, the name of the country of origin or the corresponding adjective. The marking on each egg shall be in letters not less than 2.5 mm. (0.1 inch) high, and on the package in letters not less than 20 mm. (0.8 inch) high. The marking must be distinct and plain and for marking on the eggs a dark ink must be used which does not fade when the eggs are preserved or otherwise treated."

Certificate of Origin Required for Goods Exported from Canada to Jugo-Slavia

Information has been received from Captain A. V. Seferovitch, Consul General of the Kingdom of the Serbs, Croats and Slovenes, Montreal, to the effect that a certificate of origin is required for goods exported from Canada to Jugo-Slavia, on which a consular visé should be endorsed. The certificate in question should be obtained from the Board of Trade of the place where the goods originate or from some Chamber of Commerce or commercial association having authority to furnish such certificate. The certificate may also be obtained from the Customs House where the goods have been declared for export, or other Government, provincial, or district authority at the place of origin of the goods. The certificate of origin must contain the following data: country of origin, quantity, description, marking and number of packages, and gross or net weight of the goods. The period of validity of such certificate is six months. It may be prepared in English, French, Italian, German, Roumanian or any of the Slavonic languages without translation. The consular fee for viséing the certificate of origin is \$2.

The general customs regulations in Jugo-Slavia provide also for production of a bill of lading and import declaration or entry, which is prepared by the importer or his broker from the exporter's original invoice. A consular invoice, however, is not required.

Commercial Samples for Brazil

Under date August 8, Canadian Government Trade Commissioner P. W. Cook writes:—

Customs and Post Office regulations in Brazil are such that Canadian manufacturers sending commercial samples of small bulk should do so (1) by registered letter post, (2) as a postal packet (colis postal) also registered, but never, if it can be avoided, as express parcels.

The reason for this is that parcels sent otherwise than by letter post or registered parcel post may be delayed for some weeks in the Custom House, and in any event are subjected to fixed customs charges and duties which are not applicable to articles received by the former methods.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1107. FLOUR.—Commission merchant in Kingston, Jamaica, would like to purchase from and to represent a Canadian flour mill.

1108. CANNED CHUM SALMON.—Importing house in Semarang, Java, desires c.i.f. price for canned chum salmon, to be sold under buyer's label.

1109. CANNED LOBSTER.—An old-established Liverpool firm handling Newfoundland produce wish to get in touch with a Canadian packer with a view to direct c.i.f. purchases.

1110. CODFISH.—Commission agent in Havana, Cuba, wishes to represent a Canadian firm desirous of exporting codfish to that market.

1111. CODFISH.—Firm of foodstuffs brokers in Kingston, Jamaica, would like to represent a Canadian exporter of dried codfish.

1112. FISH.—An Australian importer with good trade connections would be pleased to receive f.o.b. steamer quotations and particulars from Canadian exporters of cod in 2-pound blocks, canned cod, and canned oysters.

1113. CANNED GOODS.—Firm of commission agents in Kingston, Jamaica, specializing in foodstuffs, invites correspondence from Canadian exporters of cheap and moderately priced canned fish (chiefly salmon and herring) and canned meats.

1114. MEATS.—Grocer in Nassau, Bahamas, wishes quotations from Canadian firms on fresh meats of various kinds, pork, mutton, sausages, etc.

1115. POTATOES.—Commission agent in Havana, Cuba, invites correspondence from Canadian exporters of potatoes, with a view to representation.

1116. ROLLED OATS.—Large British import house in Batavia, Java, desires samples and c.i.f. prices Batavia of rolled oats. Prices must be competitive with Quaker oats. One- and two-pound tins in demand.

1117. FOODSTUFFS AND PROVISIONS.—Commission merchant in Kingston, Jamaica, invites correspondence with Canadian exporters of all kinds of foodstuffs and provisions (e.g. fish, meats, soya bean oil, cheese, butter, etc.) with a view to representation. Also be prepared to buy outright and to carry stocks.

1118. SOYA BEAN OIL.—Commission agent in Kingston, Jamaica, would like to represent a Canadian exporter of soya bean oil.

Miscellaneous

1119. CHEMICALS, ETC.—A Dublin firm wish to import heavy chemicals, pharmaceuticals (heavy and bulk), oils (edible and paint), naval stores, dry colours.

1120. CHEMICALS AND MINERALS.—A North of England firm which already represents two important Continental firms seek the agency of Canadian manufacturers of chemicals and exporters of minerals. Lines of special interest are: white lead, oxide of zinc, lithophone 30 per cent red seal, oxide of iron, ochres and all earth colours suitable for use in paint and linoleum; also acetic acid.

1121. CATTLE HOOF AND HORNS.—A North of England dealer is interested in getting in touch with Canadian shippers. Quotations to be c.i.f. Manchester in long tons.

1122. BONES FOR GLUE MAKING.—A Manchester merchant dealing in animal products invites c.i.f. offers from Canadian shippers.

1123. FLESHINGS FOR GLUE MAKING.—A Manchester firm invite offers from Canadian firms.

1124. HORSE HAIR.—A Manchester firm wish to hear from Canadian shippers who can supply mane hair. Samples and c.i.f. quotations.

1125. CASE HIDE.—Brown and chocolate colours suitable for suitcases. Samples and c.i.f. prices Sourabaya, Java.

1126. HARNESS LEATHER (LONDON COLOUR).—Importer in Sourabaya, Java, desires c.i.f. prices with samples.

1127. LEATHERBOARD.—A Manchester firm are interested in getting in touch with manufacturers of glazed and unglazed leatherboard. Particulars of sizes required and small sample leatherboard, with prices now being paid, available on application to the Department of Trade and Commerce, Ottawa.

1128. BELTING BUTTS.—Thickness 4 to 6 mm., best quality, chrome and vegetable tanned. Sourabaya house at present buying from Australia desire samples and c.i.f. prices Sourabaya, Java.

1129. LEATHER BELTING.—C.i.f. prices Semarang and full particulars desired by importer in Semarang, Java.

1130. STIFFENERS.—A Midland house desire quotations and samples of stiffeners or counters for manufacture of boots and shoes. Sample at Department of Trade and Commerce, Ottawa.

1131. BOOT AND SHOE SUNDRIES.—A firm in Northampton who are regular importers of adhesives, leather, and sundries and accessories for the boot trade would be glad to consider samples and quotations from Canadian exporters.

1132. RUBBER GOODS.—Havana firm of commission agents invite correspondence from Canadian manufacturers of rubber goods of all kinds.

1133. RUBBER GARDEN HOSE.—C.i.f. prices Semarang, Java, with sample snippets and full particulars. Sizes $\frac{1}{2}$ -inch, $\frac{3}{4}$ -inch and 1-inch.

1134. RUBBER AND MECHANICAL GOODS.—A manufacturers' representative in Mexico City desires to communicate with Canadian manufacturers of rubber balloons, mechanical goods and rubber toys suitable for the Christmas trade.

1135. RUBBER GOODS.—A firm of manufacturers' representatives in Mexico City desires to secure the representation of Canadian firms interested in the export of rubbers, rubber shoes, and surgical rubber gloves.

1136. RAINCOATS AND WATERPROOFS.—A manufacturers' representative in Mexico City desires to secure an agency.

1137. TOYS AND NOVELTIES.—A manufacturers' representative in Mexico City with good connections desires to communicate with Canadian manufacturers of toys and novelties suitable for the Christmas trade.

1138. BABY CHAIRS.—A Birmingham export house desires quotations on all types of baby chairs c.i.f. Port Elizabeth, South Africa. Illustrated catalogues should be forwarded with quotations.

1139. FURNITURE.—Furniture importer in Nassau, Bahamas, wishes c.i.f. quotations from Canadian manufacturers on all kinds of household furniture.

1140. SPRUCE.—A Manchester firm of timber agents now handling deals and battens in general specifications wish to get in touch with Canadian shippers.

1141. LUMBER.—One of the leading firms in Nassau, Bahamas, wish quotations from Canada on white pine boards, spruce scantling up to 6 feet by 6 inches, and spruce boards and shingles.

1142. SLACK COOPERAGE.—An old-established Liverpool firm wish offers on elm, birch, beech and maple staves, of sizes 28 $\frac{1}{2}$ -inch and 30-inch long in grades No. 1, mill run, and No. 2. Also desire quotations on heads of 17-inch by $\frac{1}{2}$ -inch square edged and 17 $\frac{1}{4}$ -inch by $\frac{1}{2}$ -inch bevelled. Quotations must be c.i.f. Liverpool.

1143. CURVED WOOD SHANKS.—A firm in Coventry desire samples and quotations on curved wood shanks for boot manufacture; sizes 3 $\frac{1}{2}$ by $\frac{1}{2}$ -inch, 4 by $\frac{1}{2}$ -inch, 4 by $\frac{3}{8}$ -inch. Sample at Department of Trade and Commerce, Ottawa.

1144. WOOD SHANKS.—A firm in Coventry would consider prices and samples of wood shanks for the manufacture of boots if forwarded by Canadian manufacturers. Sample at Department of Trade and Commerce, Ottawa.

1145. BOARD AND STEEL SHANKS.—Canadian manufacturers of board and steel shanks for boots and shoes are requested to send samples and quotations to a firm in Coventry. Samples at Department of Trade and Commerce, Ottawa.

1146. WOOD AND BOARD SHANKS.—Samples of wood and board shanks as desired by a firm in Coventry have been sent to the Department of Trade and Commerce for the examination of Canadian exporters, who are requested to forward samples and quotations c.i.f. sterling. These are used in boot and shoe manufacture.

1147. PULPBOARD.—Canadian manufacturers of pulpboard in various substances suitable for building up heels on ladies' boots and shoes are requested to send samples and quotations c.i.f. United Kingdom port in sterling to a firm in the Midlands. Sample at Department of Trade and Commerce, Ottawa.

1148. HEELING BOARD.—Large quantities of heeling board for making of heels are used by a Midland firm of importers. Canadian manufacturers or exporters should send samples and quotations, c.i.f. United Kingdom port in sterling, to this firm. Samples at the Department of Trade and Commerce, Ottawa.

1149. PAPER.—An importer of paper with old-established Government and trade connections throughout Australia desires to represent on commission manufacturers of tracing, detail, and drawing papers and of tracing cloth.

1150. WRITING PAPERS.—Importer who would act as agent desires samples and c.i.f. prices Semarang, Java. Must be cheap quality.

1151. OPTICAL GOODS.—Bahamas firm invite quotations from Canadian firms on lenses, fittings, and all other optical goods.

1152. HACK SAW BLADES.—Length 12 inches, width $\frac{5}{8}$ inch, desired by importer in Semarang, Java. Competitive price c.i.f. Semarang 5 cents (Canadian).

1153. BRASS WATER COCKS.—Sizes $\frac{3}{8}$ -inch, $\frac{1}{2}$ -inch, and $\frac{3}{4}$ -inch, competitive prices 35, 40 and 65 cents respectively (Canadian currency), requested by importer in Semarang, Java.

1154. GALVANIZED WIRE.—Importer in Semarang, Java, desires galvanized wire, Birmingham gauge 8 and 11. Sold on an average f.o.b. price of \$52 (gold) per 1,000 kilos.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 31, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 31, 1925. Those for the week ending August 24, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		August 24, 1925	August 31, 1925
Britain	1.00	\$4.86	\$4.8525
France	1.	.193	.0471
Italy	1.	.193	.0377
Holland	1.	.402	.4030
Belgium	1.	.193	.0455
Spain	1.	.193	.1441
Portugal	1.	1.08	.0519
Switzerland	1.	.193	.1938
Germany.. . . .	1.	.238	.2381
Greece	1.	.193	.0153
Norway.. . . .	1.	.268	.1902
Sweden.. . . .	1.	.268	.2688
Denmark	1.	.268	.2386
Japan	1.	.498	.4087
India	1.	2s.	.3675
United States	1.	\$1.00	1.00
Mexico.. . . .	1.	.498	.4950
Argentina	1.	.424	.4039
Brazil	1.	.324	.1225
Roumania	1.	.193	.....
Jamaica	1.	4.86	4.8475
British Guiana	1.	1.	.....
Barbados.. . . .	1.	1.	.....
Trinidad	1.	1.	.....
Dominica	1.	1.	.9912—
St. Kitts	1.	1.	.99—
Grenada.. . . .	1.	1.	1.0262
St. Vincent.. . . .	1.	1.	1.025
Tobago	1.	1.	.....
Shanghai, China.. . . .	1.	.708	.7875
Batavia, Java	1.	.402	.4050
Peru.. . . .	1.	4.86½	.4050
Singapore, Straits Settlements .. \$	1.	.587	.5812

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Sept. 12; Antonia, Sept. 19; Ausonia, Sept. 26—all Cunard Line.

To LIVERPOOL.—Doric, Sept. 12; Megantic, Sept. 19; Regina, Sept. 26; Canada, Oct. 3—all White Star-Dominion; Aurania, Sept. 18; Alaunia, Oct. 2—both Anchor-Donaldson; Montcalm, Canadian Pacific, Sept. 18.

To LONDON.—Bosworth, Canadian Pacific, Sept. 12; Comino, Furness, Withy, Sept. 12; Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22; Canadian Trapper, Oct. 2—all C.G.M.M.

To AVONMOUTH.—Cornishman, Sept. 12; Welshman, Sept. 26—both White Star-Dominion; Kastalia, Anchor-Donaldson, Sept. 12.

To HULL.—Comino, Furness, Withy, Sept. 12.

To SOUTHAMPTON.—Melita, Sept. 9; Minnedosa, Sept. 23—both Canadian Pacific.

To NEWCASTLE AND LETH.—Cairngowan, Thomson Line, Sept. 11.

To MANCHESTER.—Manchester Corporation, Manchester Liners, Sept. 10.

To CARDIFF AND SWANSEA.—Canadian Leader, Sept. 11; Canadian Commander, Sept. 25—both C.G.M.M.

To GLASGOW.—Athenia, Sept. 11; Letitia, Sept. 25; Saturnia, Oct. 2—all Anchor-Donaldson; Metagama, Sept. 10; Marburn, Sept. 24—both Canadian Pacific.

- To BELFAST AND DUBLIN.—Lord Antrim, Head Line, Sept. 10.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Sept. 8; Canadian Otter, Sept. 22; Canadian Volunteer, Oct. 6—all C.G.M.M.
 To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Berwyn, Canadian Pacific, Sept. 12.
 To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Fisher, Sept. 9; Canadian Forester, Sept. 30—both C.G.M.M.
 To ST. JOHN'S, NFLD.—Hillbrook, Murray Transports, Sept. 14 and 30; Canadian Sapper, C.G.M.M., Sept. 25.
 To ANTWERP.—Canadian Rancher, Sept. 12; Canadian Aviator, Sept. 22; Canadian Trapper, Oct. 2—all C.G.M.M.; Melita, Sept. 9; Minnedosa, Sept. 23—both Canadian Pacific.
 To ROTTERDAM.—Porsanger, Sept. 8; Brant County, Sept. 24—both Intercontinental Transports.
 To HAVRE.—Welland County, Intercontinental Transports, Oct. 3.
 To HAMBURG.—Hada, Sept. 12; Hastings County, Sept. 19; Essex County, Oct. 5—all Intercontinental Transports.
 To SOUTH AMERICAN PORTS.—A steamer, Houston Line, Sept. 12.
 To AUSTRALIAN PORTS.—Canadian Challenger, C.G.M.M., Sept. 30.
 To NEW ZEALAND PORTS.—Canadian Constructor, C.G.M.M., Sept. 25; Wirral, New Zealand SS., Sept. 15.
 To SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster, Sept. 15.

From Quebec

- To LIVERPOOL.—Doric, Sept. 12; Megantic, Sept. 19; Regina, Sept. 26; Canada, Oct. 3—all White Star-Dominion Line; Montroyal, Canadian Pacific, Sept. 11.
 To SOUTHAMPTON.—Empress of France, Canadian Pacific, Sept. 16.
 To AVONMOUTH.—Cornishman, Sept. 12; Welshman, Sept. 26—both White Star-Dominion.
 To HAMBURG.—Empress of France, Canadian Pacific, Sept. 16.

From Halifax

- To LIVERPOOL.—Newfoundland, Sept. 23; Sachem, Oct. 10—both Furness, Withy.
 To LONDON.—Comino, Furness, Withy, Sept. 15.
 To MANCHESTER.—Manchester Exchange, Furness, Withy, Sept. 21.
 To ST. JOHN'S, NFLD.—Newfoundland, Sept. 23; Sachem, Oct. 10—both Furness, Withy; Rosalind, Sept. 22 and Oct. 6; Silvia, Sept. 15 and 29—both Red Cross Line.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Sept. 11; Chignecto, Sept. 25—both R.M.S.P. Co.
 To SANTIAGO, CUBA, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Sept. 16.

From Vancouver

- To YOKOHAMA AND SHANGHAI.—Canadian Importer, C.G.M.M., Sept. 12.
 To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel, Oct. 1.
 To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Sept. 17; Empress of Canada, Oct. 1—both Canadian Pacific.
 To LONDON.—Dinteldyk, early September; Loch Monar, late September; Eemdyk, early October—all R.M.S.P. Co.; Crator, Harrison Line, Sept. 20; Canadian Importer, Sept. 10; Canadian Seigneur, Sept. 17; Canadian Miller, Oct. 3—all C.G.M.M.
 To LIVERPOOL.—Loch Monar, R.M.S.P. Co., late September; Crator, Harrison Line, Sept. 20.
 To MANCHESTER.—London Shipper, Sept. 13; Pacific Shipper, Oct. 1—both Manchester Liners.
 To WEST COAST UNITED KINGDOM PORTS.—Canadian Highlander, C.G.M.M., Sept. 25.
 To BORDEAUX, HAVRE AND ANTWERP.—Georgia, Sept. 15; Alaska, Oct. 5—both Cie. Gle. Transatlantique (French Line).
 To ANTWERP.—Dinteldyk, early September; Loch Monar, late September; Eemdyk, early October—all R.M.S.P. Co.; Canadian Importer, Sept. 10; Canadian Seigneur, Sept. 17; Canadian Miller, Oct. 3—all C.G.M.M.
 To ROTTERDAM.—Dinteldyk, early September; Loch Monar, late September; Eemdyk, early October—all R.M.S.P. Co.
 To HAMBURG.—Dinteldyk, early September; Eemdyk, early October—both R.M.S.P. Co.
 To BARCELONA, GENOA, LEGHORN, NAPLES AND TRIESTE.—Piave, Navigazione Libera Triestina, Sept./Oct.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Royal Mail Line, Sept. 23.
 To AUCKLAND AND SYDNEY.—Canadian Voyageur, C.G.M.M., Sept. 15.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 93 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cormack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 500. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

Irish Free State

A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

W. McL. Clarke, Via Manzoni 5, Milan 2. *Cable Address, Canadian.*

Japan

A. E. Bryan. Address for letters, P.O. Box 230; office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

New Zealand

C. M. Croft, Acting Trade Commissioner. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P. O. Box 683; Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

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B. Millin, The Royal Exchange Building, Sydney, N.S.W.

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United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

Commercial Intelligence Journal

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Deputy Minister: F. C. T. O'Hara

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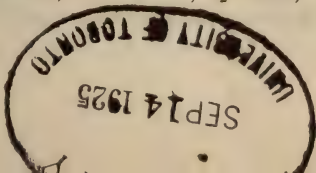
THE MARKET FOR DOMESTIC ELECTRICAL EQUIPMENT IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, August 25, 1925.—A number of inquiries have recently been received as to the possibility of introducing various kinds of electric household appliances into Mexico. Among these there are several for which a demand exists, and this demand is one that is likely to increase in the future.

The Republic as a whole is well supplied with electric power installations; practically every town of any size is equipped with electric light, which is used in all houses except those of the poorest class. Rates for current cannot be considered excessive in comparison with those of other countries, when the cost of construction and operation are taken into consideration; differential rates are frequently quoted for lighting and heating, in order to encourage the use of electricity for the latter purpose. As an example, the following represent the charges for household current (in Canadian currency) made by one of the largest light and power companies in the Republic:—

- Lighting, by meter, 1½ cents per k.w.h., with a minimum charge of \$1 per month.
- Lighting, fixed price, for lamps of 40 watts or equivalent, per lamp 67½ cents per month.
- Heating, up to 100 k.w.h. per month, 4 cents per k.w.h.; 101 to 200, 3½ cents; 201 to 300, 3 cents; 300 up, 2½ cents.



The standards in use in the more important cities are as follows:—

City or Town	Frequency	D.C. or A.C.	Voltage
Mexico City, Oaxaca, Pachuca.. . . .	50	A.C.	125
Guadalajara, Toluca.. . . .	50/60	"	125
Monterrey, Mazatlán, San Luis Potosí, Colima.	60	"	110
Tampico, Veracruz, Puebla, Orizaba, Cordoba, León.	60	"	125
Guanajuato, Irapuato, Tepic.. . . .	60	"	120
Chihuahua.. . . .	60	"	220
Mérida.. . . .	60	A.C. and D.C.	220 both

STATISTICS

No reliable statistics exist as to the total importations of electric household appliances into Mexico. The following figures, however, show the exports from the United States to Mexico for the years given:—

Motor-driven Household Appliances

Year	Number	Value U.S. Cy.
1922	402	\$ 7,237
1923	422	5,870

Domestic Heating and Cooking Utensils

Year	Number	Value U.S. Cy.
1919	.....	64,776
1921	.....	195,371
1922	8,798	43,280
1923	10,002	45,773

In addition, electric fans are imported from the United States to the value of about \$50,000 per annum, but no statistics are available to show what proportion of these are of the type used for domestic purposes.

Assuming that the United States supplies two-thirds of the total, it may be estimated that the value of the imports of electric household appliances amount to between \$60,000 and \$80,000, Canadian currency, per annum. This sum is not large, but dealers state that the sales are constantly becoming greater as the convenience of such appliances becomes better known. This impression is confirmed by the continuous increase in the consumption of electric current for domestic power and heating purposes, as reported by the largest of the light and power companies in the Republic.

NATURE OF DEMAND

The most popular appliances are imported from the United States, Germany being at present the only serious competitor; the products of the latter country, however, are not in wide demand, as at equal prices American goods are considered superior in quality. Two large and well-known American manufacturers appear to do the bulk of the trade, and three others have efficient agencies in Mexico City. Three German houses make up the balance of the really important sources of supply.

The following is a brief summary of the nature of the demand for the various appliances which form the subject of this report:—

Coffee Percolators.—There is at present a fair demand, which is expected to increase. Many varieties are on sale; an average retail price for a six-cup percolator, with a consumption of 400 watts, is about 27 pesos (\$13.50) in nickelled copper and 18 pesos (\$9) in aluminum.

Curling Irons.—There is very little sale for domestic use.

Fans.—There is a substantial demand in the "hot country" and in cities which have an elevation up to about 5,000 feet above sea-level. In the "cold

country" (above 6,000 feet) climatic conditions are not such as to render artificial methods of cooling the air necessary, although electric fans are occasionally seen. An 8-inch fan of the ordinary type sells for 26 pesos (\$13), with other sizes in proportion.

Grills, Disc Stoves and Hot Plates.—These also enjoy a fair sale and there are numerous types on the market. A popular disc stove of American manufacture, 15 cm. (6 inches) in diameter, made of nickelled steel and cast-iron, with three heat elements, sells for 13.25 pesos (\$6.67), and a rectangular toaster stove 9 inches by 5½ inches, with tray and toasting screen, is priced at 20 pesos (\$10).

Irons.—There is a substantial sale for electric irons; in fact, they are probably in greater demand in Mexico than any other single item of electric household equipment, owing to the fact that the native domestic takes to them readily and finds no difficulty in their use. Average local retail prices are: for the 3-pound size, 9 pesos (\$4.50); 5-pound, 10 pesos (\$5); and 6-pound, 10.50 pesos (\$5.25).

Kettles.—The sale is still small, but is expected to increase. A kettle or teapot of nickelled copper, with a capacity of one litre (about a quart) and a consumption of 400 watts, sells retail for 19 pesos (\$9.50).

Ranges.—Dealers state that the demand for electric cooking ranges is not large at present, but is expected to increase greatly during the next few years. Hitherto practically the whole of the domestic cooking in Mexico has been done on the native *brasero* (a primitive form of charcoal stove), which is so simple and cheap in use that other forms of equipment have rarely been able to compete with it. As modern equipment becomes better known, however, electric ranges are gaining in popularity, and this popularity is assisted by the fact that neither coal nor gas is obtainable, as a rule, in the Republic.

Radiators.—There is a substantial demand in Mexico City and other places situated above the 5,000-foot level. This is due to the fact that comparatively few houses in Mexico are provided with fireplaces, and central heating is practically unknown; thus the cool nights which are experienced on the central plateau render some simple means of heating a house very acceptable, and electric radiators have been found eminently suitable for the purpose. Those in use at present are of the portable type, the mantel or flush-type being practically unknown. A popular design for small rooms is of the disc type, with one or two heating elements, and polished copper reflector; the price of these varies from about 18 pesos (\$9) upwards. Another style of radiator for which there is a good sale is rectangular in shape with three (or more) heat elements enclosed in globes of opaque glass; these are frequently of a highly ornamental nature, and prices vary from about 50 pesos (\$25) upwards, in accordance with design.

Toasters.—These are also a popular appliance, especially among the foreign population; numerous designs are on the market; an upright model, size 4½ inches by 7 inches by 7¼ inches, sells for 13 pesos (\$6.50), and this may be considered a fair average price.

Warming Pads.—Climatic conditions render these unnecessary as a rule in Mexico, but there is a small demand in Mexico City and other places in the more elevated regions of the country. Competition would hardly be worth while, however, on the part of Canadian manufacturers.

Washers.—Sales are small on account of the cheapness of native labour. Domestic washing is usually performed in Mexico by women who visit private houses and do the laundry work at a charge of about 50 cents a day; for this reason no necessity is felt for labour-saving appliances for this purpose. One

or two firms stock electric washers in Mexico City, but their reports indicate that the demand is not sufficient to encourage competition with any chance of success.

Water Heaters.—There is only a small demand for imported water heaters of the immersion type; this is partly due to the fact that a cheap and efficient article of this kind is made locally.

Vacuum Sweepers.—There is a fair sale under normal conditions, and the demand is likely to increase as their advantages become better known. Several American types are on the market, all of the rotary fan type. The retail prices of these average about 90 pesos, equal to \$45 Canadian currency.

WHOLESALE PRICES

It is difficult to ascertain the prices charged by the manufacturers, and indeed in some cases branch houses are not provided with this information. It would appear, however, that the "spread" between manufacturers' cost and retail prices in this particular business is something in excess of 100 per cent, this spread including freight, duties (where charged), clearance, documentation, agents' commission and dealers' profit. Thus an article selling for \$10 retail should be invoiced by the manufacturer at something under \$5, in order to compete with present sources of supply. As an example of wholesale prices, the following has been stated to represent a fair average for a few of the more popular appliances:—

Irons, 3-pound.. . . .	\$2 15 each.
Irons, 6-pound.. . . .	2 40 "
Toasters, turnover type, 600 watts.. . . .	2 70 "
Toasters, flat type, 600 watts.. . . .	1 85 "
Grill, rectangular.. . . .	2 65 "
Coffee percolator, 7-cup.. . . .	7 85 "

Prices corresponding to these should enable a fair proportion of the business to be secured by Canadian manufacturers, although it might be necessary to make a reduction at first in order to enter the market.

GENERAL REMARKS

Literature.—In practically all cases it is necessary to provide literature in connection with domestic electric appliances. These generally take the form of small folders describing the various types of equipment, and should be illustrated. It is also necessary to provide instructions for use, and these should be printed in Spanish. Newspaper advertising is effective; some manufacturers make extensive use of it.

Representation.—The largest foreign manufacturers have their own branch houses in Mexico City, selling household equipment in common with a large number of other electrical devices. This would not be practicable in the case of Canadian manufacturers, who are recommended to place their interests in the hands of an agent selling on commission.

Shipment.—In the case of small appliances the best method of shipment is by parcel post, and this should be adopted wherever considerations of weight make it possible. In addition to avoiding all difficulties in connection with documentation and customs clearance, this method saves considerable time in delivery of goods from Canada as compared with shipping by freight. (See *Commercial Intelligence Journal* No. 1102: March 14, 1925.)

Tariffs.—As a rule there is no duty on electrical equipment of the type which forms the subject of this report.

TRADE OF THE IRISH FREE STATE FOR THE FIRST FIVE MONTHS OF 1925

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Dublin, August 24, 1925.—Trade statistics issued by the Ministry of Commerce and Industry covering the period January to May, 1925, show that both imports and exports of the Irish Free State have declined considerably as compared with the corresponding period in 1924. During the twelve months ended in May, 1925, the total imports entering the Irish Free State were valued at £63,585,000, while exports during the same period reached a total valuation of £47,177,000. The returns covering the first five months of this year show that imports exceeded exports by £10,210,774, as compared with £9,991,052 in the like period of 1924.

PRINCIPAL EXPORT DECREASES REGISTERED

Exports of live stock show a marked decrease of £2,098,218, as compared with the returns for the first five months of last year. Imports of bacon increased by £268,999, while exports during the parallel period register a decrease of £61,369. The value of butter imported into the Irish Free State during the January-to-May period of this year advanced over the total returned for the same period of last year by £110,759, while exports of butter show a diminution of £57,120, and exports of poultry fell by £198,963 as compared with the figures for the first five months of last year. Although the value of eggs exported from the Irish Free State during the period under review was increased by £69,034 over the total for the like period of 1924, this does not nearly approach the normal total, because in 1921 Ireland (as a whole) exported eggs to the value of £11,071,834, while the total egg exports of the Irish Free State during the calendar year 1924 were valued at only £3,560,000, which, allowing for the exclusion of Northern Ireland in the 1921 exports, discloses a very appreciable decline.

The following table covering the five months, January to May, 1924 and 1925, shows the appreciable fall in exports of live stock:—

		Quantity		Value	
		1925	1924	1925	1924
Cattle	.. .. . No.	256,258	334,994	£4,600,867	£6,026,310
Sheep	.. .. . "	88,070	136,158	280,866	405,000
Pigs	.. .. . "	39,309	132,455	213,357	663,037
Horses	.. .. . "	7,317	10,205	534,790	625,286
Poultry	.. .. . "	317,652	381,608	62,083	73,575
Other live animals	.. .. . "	....	....	13,163	10,232

IMPORTS OF BUTTER GREATER THAN EXPORTS

Butter imported into the Irish Free State increased in value from £525,935 during the first five months of 1924 to £636,694 for the like period of this year, while the value of butter exported fell from £424,537 for the January-May period of 1924, to £367,417 during the first five months of this year. Here it will be noted that the value of butter imported into the Irish Free State was almost double that of butter sent out of the country. Again, the value of bacon imported into the Irish Free State during the five months January to May of this year was within about £100,000 of the total exported in the same period. Imports were valued at £987,264 as against £705,265 for the corresponding months of 1924, while exports decreased from £1,137,020 to £1,075,651, a falling off of £61,369.

TRADE BY COUNTRIES OF CONSIGNMENT

Great Britain and Northern Ireland were together concerned with approximately 75 per cent of the total external trade of the Irish Free State during the

period under review. Of other countries, the United States stands first in order of importance, while Canada takes second place, with a total valuation of £562,050, which represents an increase of £100,000 over the total for the January-to-May period of last year.

The following table shows the trade for the five months, January to May, during 1925 and 1924, by countries of consignment:—

Countries.	Imports.	Exports.
Great Britain—		
1925..	£18,278,094	£12,482,540
1924..	19,884,379	14,812,163
Northern Ireland—		
1925..	£ 2,945,167	£ 2,486,576
1924..	3,309,630	2,668,299
Other countries—		
1925..	£ 4,370,104	£ 413,505
1924..	4,624,756	347,251
Total—1925..	£25,593,365	£15,382,621
—1924..	27,818,765	17,827,713

Value of trade with the principal "other" countries:—

Country.	Imports.		Exports.	
	Jan.-May, 1925.	Jan.-May, 1924.	Jan.-May, 1925.	Jan.-May, 1924.
United States..	£1,310,673	£1,410,458	£ 121,555	£ 99,115
Canada..	562,050	467,312	11,643	10,655
Argentina..	435,564	300,399	5,030	3,491
Australia..	347,987	139,299	11,075	7,823
Germany..	286,871	324,434	21,557	10,240
Holland..	285,866	368,930	8,541	8,398
Belgium..	202,845	270,965	53,336	72,048
France..	153,757	180,560	38,955	28,072
British India..	140,764	74,854	22,078	16,983
Sweden..	138,332	121,278	184	500
Czecho-Slovakia..	122,880	115,679	...	...
Portugal..	125,102	115,258	43	11
Spain..	59,785	73,081	258	259
South Africa..	36,937	546	5,211	4,054
Other countries..	160,691	661,703	114,019	85,602
Total..	£4,370,104	£4,624,756	£ 413,505	£ 347,251

Exports from Canada consigned to the Irish Free State during the first five months of 1924 and 1925 were as follows:—

Article	Quantity		Value		
	1924	1925	1924	1925	
Bacon .. .. .	..Cwt.	110	690	£ 495	£ 3,670
Cheese .. .. .	..Cwt.	144	1,898	434	10,324
Wheat .. .. .	..Cwt.	205,335	310,401	141,028	222,925
Oats .. .. .	..Cwt.	81,196	24,366	42,284	13,297
Wheat flour .. .. .	..Cwt.	197,150	133,300	178,686	122,681
Oat products .. .. .	..Cwt.	78,560	25,471	76,948	24,425
Cotton seed cake and meal .. .. .	..Cwt.	....	3,000	....	1,838
Hay and straw .. .. .	..Cwt.	....	3,182	....	1,050
Hops .. .. .	..Cwt.	....	16,195	....	115,985
Timber-deals, planks and boards .. .. .	..Load	905	3,073	4,516	24,522
Manufactures of wood .. .. .	..Value	....	....	13,751	5,688
Pulp of wood .. .. .	..Ton	326	72	3,551	1,351
Cardboard and pasteboard .. .. .	..Cwt.	....	2,020	....	1,920
Soap, toilet .. .. .	..Cwt.	47	281	136	942
Paraffin wax .. .. .	..Cwt.	....	3,100	....	3,841
Other articles .. .. .	....	....	....	5,483	7,591
Total .. .. .	....	....	467,312	562,050	

Trade statistics of the Irish Free State for the years 1922 and 1923 are not available, but the figures for 1924, which were the first issued officially by the Free State, disclosed an adverse balance of trade of £17,306,000. Since 1904 the total of the annual exports from Ireland have exceeded imports on only

seven occasions, and these were, for the most part, war years, when exceptionally high prices were obtained for agricultural and dairy products. In 1904 the adverse balance of trade (for all Ireland) was £5,530,000, and in 1912 the excess of imports over exports amounted to £6,785,000, whereas in 1918, when the peak of war demand and war prices was reached, Ireland's favourable balance of trade reached the record figure of £26,915,000. Active steps are now being taken by the Government of the Irish Free State to win back her former premier position as a supplier of agricultural and dairy products to Great Britain, a position which, as disclosed by official statistics, has been gradually but surely gained by Denmark. Among other measures, improvement of transportation facilities, which is now being undertaken, is expected to be reflected in an improved position in the trade returns for the present calendar year.

NORTH OF ENGLAND MARKET FOR TURKEYS

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, August 25, 1925.—Although before the war large numbers of turkeys were consigned from Canada to both the Liverpool and Manchester markets for the Christmas trade, increasing domestic and United States demand and low prices in England have rendered this trade unprofitable to Canadian shippers in recent years.

The Christmas trade has always been highly speculative, and both last year and the year previous severe losses were sustained by local traders, as it is usual for prices to gradually advance with retailers holding off till the last moment, when greatly increased supplies disorganize the whole market. The bulk of the trade is done on consignment, but when competitive conditions are satisfactory a certain amount of direct buying is done.

It is as yet too early to estimate what the numbers and quality of the Irish and English turkeys will be this season, or to forecast market conditions, but two important Manchester dealers have expressed an interest in getting in touch with Canadian shippers.

Birds are consigned in large quantities from Austria, Czecho-Slovakia, Italy, France and other Continental countries. Small lots have also come forward from the Argentine. From certain sections of France shipments are sometimes made in fresh-killed condition to the London market, but the bulk of the Continental supplies are chilled or frozen.

Other than French, which are of excellent quality, Continental supplies command a lower price than English or Irish and are lighter in weight. The highest-grade business is done in English fresh-killed turkeys to purchasers who demand large-sized birds. For this reason, imported frozen turkeys should be smaller in size, say from 10 pounds to 15 pounds. Birds must be clean plucked and not drawn. Cocks and hens should be packed separately, and staggy birds must not be included. As a rule, cock birds are preferred. The number of birds and weight should be stencilled on the end of each case. Shipments are usually made up in 100-pound net weights, and birds of approximately the same weight should be packed together. The cases should be lined with clean paper and made as attractive as possible, since the appearance has an important bearing on the price secured. Some shipments have been made in barrels and, in the opinion of most dealers, this method of packing is not suitable.

Prices.—On the average, English and Irish supplies are at least 2d. per pound higher than imported. Last year prices for the Christmas trade were only half of 1923. Good-quality Irish realized up to 1s. 5d. per pound, with imported birds ranging anywhere from 9d. to 1s. 3d. per pound, depending

entirely upon the condition on arrival and the state of the market when disposed of. Sample shipments should be arranged for with reputable dealers in sufficient time for the market to be tested.

It is estimated that 75 per cent of the trade in turkeys is done between December 15 and 25, and the balance by the end of February. Samples should arrive not later than the beginning of December. It is again to be emphasized that this trade is of an extremely speculative nature, and the closest possible working arrangement would need to be established between shipper and dealer in order to obtain reasonably profitable results.

The names of the two Manchester firms who desire to receive offers and samples from Canadian shippers are on file at the Department of Trade and Commerce, Ottawa. Attention is also drawn to the trade inquiries for turkeys published on page 277 of this issue.

There is a certain demand for geese, which are imported in quantity from Russia, but these birds are of low quality and the prices realized would not warrant Canadian firms interesting themselves in this trade. Average quotations for Russian geese last year were around 7d. to 8d. per pound.

“BUY BRITISH EMPIRE GOODS” CAMPAIGN IN THE UNITED KINGDOM

ASSISTANT TRADE COMMISSIONER YVES LAMONTAGNE

Wembley, August 18, 1925.—Nothing has so strongly impressed upon the people of the United Kingdom the tremendous importance and vastness of the natural resources of the Empire and its potentialities as the British Empire Exhibition of 1924-25. In this connection it may be said that the exhibition, so aptly termed the “University of Empire,” has been a revelation. This interest has been further stimulated by the work of certain organizations whose efforts, of which comparatively little is known in Canada, have been devoted to informing and influencing public opinion in the British Isles.

A special phase of the present movement to consolidate the units of Empire is the campaign for popularizing the food products of the dominions and colonies. As the United Kingdom cannot produce sufficient food to satisfy its requirements, it is being argued that after buying all they can of United Kingdom goods, the people of the British Isles should look first to the dominions and colonies for their additional requirements before purchasing them from foreign countries.

This campaign has led to the holding of window displays of Empire food products in stores throughout the United Kingdom during certain weeks known as “Empire Shopping Weeks,” especially during the weeks immediately preceding or following Empire Day. Another aspect of this movement is the setting up of “Empire stalls” at garden fetes or bazaars, where Empire food products are put up for sale. It is unnecessary to remark that these are excellent methods of making known to the public the Empire food products which are obtainable in this market.

Displaying Canadian Goods.—While much has been accomplished by the Department of Trade and Commerce, in co-operation with other departments of the Canadian Government, towards helping to place Canadian food products before the public eye through the medium of these displays and by the dissemination of information, this work has been handicapped by the insufficiency of advertising matter, such as samples, showcards, and literature, in the hands of distributors of Canadian goods in the United Kingdom. If Canadian food products are to make a name in this market, Canadian exporters must see that their representatives or firms handling their products are adequately supplied with advertising and display material. The value of such publicity at the present time cannot be overestimated.

The Canadian exporter must also carefully examine a number of other points. He must look to the quality of his product, and see that his goods are put up in such a way that they appeal to the public. What may be quite suitable to the Canadian market may not be suitable in another, and this is particularly true in the case of the United Kingdom. For example, jam put up in glass containers is in greater demand here than the article sold in tins. While the appearance of the container is important, the labelling must be as attractive as possible, and the Canadian origin stressed. In brief, the tastes of the people of the United Kingdom must be studied.

Canadian exporters, it need hardly be stated, must not rely entirely on the present campaign of sympathy and think that sentiment alone will enable them to sell their goods. Quality and price are not secondary considerations. Canadian exporters must look into the question of the availability of their products in this market, and this brings in the question of their distribution in the United Kingdom. They should not rest until they are satisfied that their products suit the demand, are properly advertised and properly handled until they reach the retailers, and even the ultimate consumers. Last, but not least, they should have the most up-to-date information regarding the products and methods of competitors from other countries.

CANADIAN TRADE WITH THE BAHAMAS

TRADE COMMISSIONER JAMES CORMACK

I

Kingston, Jamaica, August 14, 1925.—The Bahama Islands comprise a chain commencing northerly some 40 miles off the coast of Florida and extending southeasterly some 760 miles. Although about twenty-five of these islands are inhabited, there is only one (New Providence) which is worth considering from the Canadian exporter's point of view. In this relatively small island about 25 per cent of the total population of 55,000 people reside, about 50 per cent of the entire imports is consumed, and in its capital (Nassau) 100 per cent of the colony's commerce is transacted.

GOVERNMENT AND REVENUE

The Bahamas enjoy representative although not responsible government. Executive functions are performed by a Governor, nominated by the Crown, and an Executive Council of nine members, three of whom are official. The House of Assembly, consisting of twenty-nine elected members, together with the Governor and Executive Council, form the legislative authority. There is no public debt in the Bahamas, and a considerable sum of money is annually available for such public purposes as improving and extending the electric plant, the deepening and improving of the present very poor harbour accommodation at Nassau, the construction of roads, and the provision of hotels and other conveniences to attract tourists to New Providence.

SHIPPING COMMUNICATIONS

Two lines serve the Bahamas from New York, one from Canadian ports, one from the Florida mainland, and one from the United Kingdom. For a weekly service from New York, the Munson Steamship Line is paid a subsidy of £35,000 per annum. The Mexican freight service of the Ward Line makes a fortnightly call from New York. The Canadian Government Merchant Marine calls every three weeks from Halifax and Jamaica. The Royal Mail Steam Packet Company furnish a monthly call en route from London to

Jamaica and Haiti. From Miami (Florida) the Peninsular and Occidental Line run a ship every forty-eight hours during the winter season. This service is continued during the summer months by a weekly local passenger and freight boat. Next year a large fast Pensinsular and Occidental boat may be put on this route.

EXPORTS

The Bahamas have for sale to other countries chiefly spirits (imported), and sponges, turtle, sisal hemp, salt, pineapples, tomatoes, onions, and other minor products. These commodities average in value about £300,000 per annum, and are consumed largely by the United States. Canada, except for some winter vegetables, is not a large buyer. Bahamian sponge dealers are inclined to complain that Canadian importers are unable to differentiate between the value of their good sponges and the handsome, chemically bleached and relatively worthless article bought from London and New York brokers, and which has discouraged the household use of sponges throughout the Dominion. The re-export of spirits received a slight setback during the past year, but still constitutes a very valuable trade. During the first six months of the present year, the total value of the re-export business from the Bahamas was only about one-third of the value for the corresponding period of 1924, when it amounted to slightly over a million dollars.

THE IMPORT TRADE

During the year 1924, Canada sold goods to the Bahamas to the value of £173,181, as against £160,152 for 1923. Of the former amount, £129,700 was for liquor—chiefly whisky—so that all other goods totalled roughly £43,000, as against £48,000 in 1923. Of the total import trade, Canada's share in 1923 represented 7.5 per cent. The United States supplies over 60 per cent of the import trade of the islands.

IMPORTS OF INTEREST TO CANADA

Aerated Waters.—There is a fair demand in Nassau for aerated waters of all kinds, chiefly for the tourist trade. The ginger ale of two Canadian manufacturers seems to command a ready sale. Plain bottled table waters also sell well, as the local water supply is not regarded as satisfactory. Poland water is retailed at 3s. 6d. per two-gallon bottle.

Alé, Porter and Stout.—The imports of Canadian beers rose during the year 1924 from 21,031 gallons valued at £5,156 to 36,400 gallons valued at £9,071. They are in good reputation, but the drinking of beer is not indulged in to any great extent locally, nor is any exported as it is too bulky. There is competition from British, German and Danish beverages.

Bicycles.—About 400 of these are annually imported. Most of them come from the United Kingdom, followed by the United States. Canadian bicycles to the value of £112 were imported in 1923, but statistics show no entries for 1924.

Biscuits.—The large trade is in soda crackers, which come fresh from a large biscuit company in the United States. They are packed in cartons of 7 pounds, four enclosed in a large carton and shipped from Miami. The United Kingdom has the largest share of the better grade, sweet tinned biscuits. Imports from the Dominion are small, and were valued at £462 in 1923 and £179 in 1924.

Boots and Shoes.—No Canadian leather boots and shoes appear to be imported, although there has been a considerable increase in the volume of

such footwear in recent years. The use of boots and shoes is perhaps more common there than in any other British West Indian colony; the bare-footed labourer is now in the minority. Supplies are largely seconds, thirds, and manufacturers' rejects purchased at auction sales in New York.

Butter.—Canadian imports were valued at £3,393 and £3,523 in 1923 and 1924 respectively. American creamery butter in cartons shipped from Miami, which is about eighteen hours' steaming from Nassau, commands most of the trade. Several firms reported that Canadian butter was placed at a serious disadvantage by reason of the long voyage and lack of refrigeration facilities. Butter is sold in 1-, 5- and 14-pound tins, and in 60-pound tubs.

Cement.—Some 220 barrels of cement were imported from Canada in 1924, against 700 in 1923. The bulk of the supply is from the United States. As there is every prospect of considerable building taking place in the Bahamas during the coming year, the market is worth cultivating. One importer would like to obtain Canadian quotations on 5,000 barrels. Many of the new structures in the Bahamas are being built of cement blocks.

Cheese.—The demand there, as in the West Indies generally, is for cheese that will stand up against the climate, and Canadian cheese was said to be somewhat deficient in this. Small round packs, in wood, of from 20 to 22 pounds are stated to be the most convenient size. A cheese made in Wisconsin was said to give satisfaction. As two of the large United States packing firms have cold storage plants in Miami, and ship from there, competition is rendered difficult.

Confectionery.—Out of a total value of £7,069, Canada was credited in 1923 with £283, United States with £5,430, the United Kingdom with £1,125, and Holland with £186. Merchants state that while the sale of confectionery in the Bahamas is slightly on the increase, Canada's share is this year in danger of decline because of better prices from the United States and a keener interest in the trade from that country. The big business is in pails of caramels and hard candies. Comparatively little chocolate is sold except in small bars. Package chocolate sweets are seen in one or two stores, but they move slowly and are bought mostly by visitors. McIntosh's toffee seems to be generally stocked and sold well.

Cordage and Twine.—Over £5,000 worth of cordage was sold to the Bahamas in 1923. Of this amount Canada only is credited with £112, and the United States with over £4,000. Very little twine is consumed in the Bahamas, but there is a good sale for light rope from $\frac{1}{4}$ -inch to 4 inches, chiefly for the lighter weights. Local users prefer manila rope of the United States to the hemp rope of the United Kingdom.

Fish, Salted.—In 1923 only £898 worth of salt fish was imported; none is shown as coming from Canada. Fresh fish is abundant in Nassau and in the out-islands, and cured fish is only used sparingly as a change of diet.

Flour.—At one time Canadian flour was not liked in the Bahamas, but it is gradually strengthening its position especially for the bakery trade, which only uses good-quality flour. However, as the bakers use only about one-fifth of the flour imported, and one bakery represents a famous American brand, it will be seen that to improve their position Canadian firms will have to pay attention to the lower-grade flour trade as required by the out-islands.

The flour trade of the Bahamas is at present divided between the United States and Canada. In 1923 Canada supplied 14,478 barrels valued at £22,870, while the United States sent 30,073 barrels, valued at £33,167. In the import figures for Nassau for the month of July, 1925, Canada is credited with 2,460 barrels valued at £4,164, and the United States with 1,052 barrels valued at £1,834.

A considerable amount of flour is shipped in the name of New York firms. Local grocers state this flour could be bought by them cheaper than from the Canadian mills.

Although there are many 196-pound sacks to be seen, grocers say they prefer the 98-pound sack for the inter-insular trade. Many well-known brands of Canadian flour are on the market. Millers must strictly maintain the quality of the brands. The present Canadian practice of confining brands to one distributor is thought to be the best method of marketing in those islands. It ensures to the miller a permanent representative on the spot.

Furniture.—There is only one store in Nassau which exclusively handles furniture, although one or two general dealers and dry goods stores carry some lines. The manager of this establishment, which is really a branch of a Florida concern, expressed a keen desire to do business with Canadian firms in any line in which they could compete. Some Canadian chairs are in stock, but Austrian bentwood chairs are cheapest. Only light furniture is in demand. Mahogany was not a good seller except in dining-room furniture. Refrigerators, especially those of a capacity of from 50 to 100 pounds of ice, are in good demand. Metal beds of ivory enamel are most popular, and National or sagless and coil springs are used. Springs fixed to the bed are not liked. Simmons pillows are in stock. The total trade in furniture is worth about £20,000 per annum, only about 2 per cent is supplied from the Dominion. There would seem to be a reasonable chance of much improvement in this line.

AUSTRALIAN GOVERNMENT LOANS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, July 29, 1925.—The terms and conditions of the large conversion and redemption loan to cover the Commonwealth war-time $4\frac{1}{2}$ per cent issues maturing on December 15, 1925, have recently been made public. The total amount of the loan is £67,000,000, the rate of interest $5\frac{1}{2}$ per cent, and the issue is to be at par. The period of the loan will be six, eleven, or sixteen years, at the subscriber's option, to be exercised when making his application.

Though new money will be accepted, it is anticipated that most of the present holders of $4\frac{1}{2}$ per cent issues will convert into the new loan. To encourage this, persons may convert their old into the new stock immediately and receive on the 15th December next the usual half-yearly payment, amounting to £2 5s. on each £100, which is due on that date. They will also receive on the same day a cash bonus calculated at the rate of 1 per cent per annum from the date of lodgment of the conversion application to December 15. The interest on the maturing loan is free of both Commonwealth and State income tax, but the new issue is to be subject to the former but not to the latter.

The prospectus of the loan sets out a number of options which can be exercised by cash subscribers. The amount may be paid in full on application, or a deposit of 10 per cent may be made on application and the balance in one amount at any time up to December 14, 1925; or the amount may be paid in instalments in specified proportions on fixed dates.

In making the announcement of the terms of the loan, the Commonwealth Treasurer stated that there will be no second offering of the loan, nor alteration of terms, as should there by any chance be a portion of the loan left unsubscribed or unconverted, the Government is ready to borrow outside of Australia at a considerably lower rate of interest. That the Commonwealth is in a position to do this is shown by the success within the past few days of the loans of £15,000,000 and £5,000,000 raised at 5 per cent in New York and London respectively, and which are reported to have been over-subscribed within an hour of their opening.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Trade Prospects at Sydney

Sydney, July 30, 1925.—The financial year which has just closed shows some features of considerable importance. In point of production the season was one of the best ever experienced, the wool clip being large and of excellent quality and the prices realized for it during the early portion of the selling season were the highest recorded. Later prices slumped to such an extent that it was considered advisable to withhold the balance of the clip—valued at £12,000,000—until the demand increased. The wheat harvest was the second best recorded, butter exports were twice as large as those of the previous season, the frozen meat trade was better, and, generally speaking, primary products showed an all-round improvement.

Motor Car Trade of Australia

For the last few years the motor car trade in Australia has expanded enormously. Warnings have from time to time been heard that the saturation point was about to be reached, but cars appear to be selling faster than ever, although there is no doubt that the decrease in prices has been a material factor in the enlarged sales, as well as the number of new brands of vehicles placed on the market. Just at present, however, dealers state they are somewhat hampered by the glut of second-hand cars on the market at prices far below their real value.

The city of Sydney is situated in a peculiarly congested area which will not permit of further extensions of the electric tram service carrying most of the suburban traffic, and much relief has recently been obtained by the opening of numerous motor bus services.

Dried and Canned Fruit Production in New South Wales

The Murrumbidgee Irrigation Area, which is watered from the great Burrinjuck dam, 398 miles distant from Sydney, will, it is anticipated, ultimately cover 200,000 acres. Some 14,000 persons are now settled on the area, many of whom are returned soldiers. The more important products are peaches, apricots, nectarines, pears, prunes, oranges, mandarins, and lemons—all of the choicest varieties.

A large canning factory has been established on the area at Leeton, right among the orchards, and "Ibis" canned fruits, as they are named, have already established a high reputation on the world's markets for their uniformly excellent quality and grading. Shipments of an excellent quality of raisins, currants, apricots, peaches, prunes, etc., have developed into large proportions.

Sydney Wool Sales

A very wide interest was displayed in the resumption of wool auctions last week after an interval which had extended from April 29 last. During that unusually lengthy interval very little business has been done.

The preliminary sales in Melbourne and Brisbane were very satisfactory, and led to hopes of a stabilized market, but there was still a fear that the recovery might not be permanent, and that the threatened industrial troubles in manufacturing centres of the Old World might exercise a depressing influence.

The best feature about the market was the improved demand as compared with April, although there was a distinct recovery in price of all merinoes showing fineness.

The best descriptions showed an advance of from 5 to 7½ per cent as compared with April rates, and met with very keen competition, especially from the French and American sections. The French buying was indeed the feature of the sale, and this section secured the bulk of the better class offerings. Although the Continental demand predominated, there was good support from the United States, Yorkshire, and Japan, and from local mills, and the best indication of the improved conditions was the fact that 95 per cent of the offerings were cleared at auction.

THE FOREIGN TRADE OF MEXICO

VII

TRADE COMMISSIONER C. NOEL WILDE

Imports of Beverages

[All values are given in Mexican pesos, the par value of the peso being 49.85 cents, Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

The value of the imports into Mexico of spirituous, fermented and natural beverages was as follows during the three years selected for the purposes of comparison: 1910-11, \$6,813,346; 1919, \$3,979,461; 1924, \$4,521,808.

Unfortunately, changes in the method of classification have rendered it impossible to make, in all cases, a clear comparison of the course of trade during recent years. This is due to the fact that until 1919 alcoholic beverages were divided into "Spirits," "Liqueurs," "Wines," etc. In 1924 they were classified principally in accordance with their alcoholic contents as indicated by the Gay-Lussac centesimal alcoholometer; this, while it enables the specific density to be obtained, and is fairer for customs purposes, does not show clearly the nature of the demand for foreign beverages as it exists at present.

The following is an analysis of the comparative values, as far as is possible under the circumstances above mentioned:—

	1910-11	1919	1924
Spirits.. . . .	\$2,309,766	\$1,623,967	....
Liqueurs and bitters.. . . .	379,329	108,920	....
Wines.. . . .	3,100,144	1,808,453	....
Gay-Hussac alcoholometer test:			
Over 55°.. . . .	....	....	\$ 54,870
23° up to 55°.. . . .	....	....	1,542,396
14° up to 23°.. . . .	....	....	607,772
11° up to 14°.. . . .	....	....	215,431
— up to 11°.. . . .	....	....	1,273,603
	\$5,789,239	\$3,541,340	\$3,694,072
Mineral waters.. . . .	250,153	111,528	117,519
Aerated beverages.. . . .		66,976	175,409
Beer.. . . .	271,691		42,965
Cider.. . . .		197,974	352,111
Vinegar.. . . .	34,968	30,692	34,725
Sparkling wines.. . . .	467,290	30,951	104,967
	\$6,813,346	\$3,979,461	\$4,521,768

It will be seen that the totals are comparatively small, this being accounted for by the fact that imported beverages are used by a limited class of the population—usually foreigners and those natives who have lived in foreign countries—the remainder usually drinking beverages of local manufacture, many of which are of excellent quality.

Of the beverages classified above, spirits come principally from France, but numerous other countries supply appreciable quantities; the item corresponds in general to the higher graduations of the alcoholometer.

Liqueurs and Bitters also come largely from France and Spain. All the usual brands of liqueur are popular among the foreign population. This item also corresponds to the higher graduations of the alcoholometer.

Whiskeys (not separately classified above) come largely from Great Britain and Canada, the latter having recently obtained an increasing share of the trade. The item corresponds principally to the graduations on the alcoholometer between 23 degrees and 55 degrees.

Wines come principally from Spain, which probably provides 50 per cent of the total, followed by France with probably 15 per cent. It is customary to import the cheaper wines in bulk, the bottling being done locally. The finer qualities, however, are imported in bottles.

Mineral Waters come principally from the United States, France, Germany, and Spain.

Aerated Beverages (a classification which includes such products as ginger ale, lemonade, and similar non-alcoholic drinks) come from the United States, Great Britain, and Ireland, the last-named country accounting for \$42,962 during 1924.

Beer, as will be seen, is a minor item; it comes principally from Spain and Germany. The low value of the imports is due to the large local production.

Cider is imported almost exclusively from Spain, and vinegar comes from the United States, with small quantities from France and Spain.

Sparkling Wines come from France to the extent of 95 per cent of the total.

FINANCIAL AND ECONOMICAL CONDITIONS IN BRAZIL

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, August 18, 1925.—The financial situation in Brazil, as regards exchange and banking activity, is now more satisfactory than has been the case for many months. The long-drawn-out revolutionary disturbances which began in July, 1924, have come to an end, and political activity is of a peaceful nature, centering on the coming presidential election.

The rate of exchange at the date of writing is about 8\$140 to the Canadian dollar, or 6½d. per milreis, and for some time past quotations have not been higher than 8\$350, a great improvement on the mean quotation of 9\$500 during the last year or eighteen months. Subsidiary beneficial factors are resumed activity in the Santos coffee market and the withdrawal of large sums of paper currency by the Bank of Brazil. It may be assumed, however, that the financial policy of the Bank of Brazil will tend more towards stabilization than to injudicious and unwarranted improvement which almost inevitably results in corresponding reaction during a temporary lull in the activity of coffee bills. Therefore a fairly fixed rate of approximately 8\$000 to the dollar may be looked for during the coming months.

The Statistical Department of the Brazilian Government has just published the statement of imports and exports by countries for the nine months of January to September, 1924. These may be briefly summarized as follows:—

IMPORTS BY COUNTRIES, JANUARY TO SEPTEMBER, 1923-1924

	1923	1924
Canada.. . . .	£ 356,164	£ 425,243
United States.. . . .	8,083,915	11,863,931
Argentina.. . . .	4,596,604	5,899,437
Germany.. . . .	3,782,612	5,595,376
Great Britain.. . . .	9,945,094	11,097,413
Italy.. . . .	1,433,018	1,644,465
Total, all countries.. . . .	36,795,745	47,200,610

EXPORTS BY COUNTRIES, JANUARY TO SEPTEMBER, 1923-1924

	1923	1924
Canada..	£ 46,050	£ 71,081
United States..	20,427,740	26,805,577
Argentina..	2,865,484	3,478,442
Germany..	3,019,851	4,455,083
France..	6,060,062	7,850,764
Great Britain..	3,478,151	2,566,968
Holland..	2,819,624	5,011,705
Italy..	3,040,487	5,026,568
Total, all countries..	50,245,358	64,296,517

It will be seen that for the period prior to the revolution of July, 1924, the trade of Brazil showed marked progress both in respect of export and import. Statistics (yet unpublished) for the three months October to December, 1924, can hardly be satisfactory, but there is now evidence of a steady and gradual improvement. It is worth noting that the German influence in the import market is appreciating, particularly in respect of hardware, glass, crockery, small tools, pianos, cutlery, small electric apparatus, many classes of domestic utensils, motors and internal combustion engines.

MARKET FOR POTATOES IN BRAZIL

Mr. P. W. Cook, Canadian Trade Commissioner in Rio de Janeiro, writes under date August 18, 1925, that there is a likelihood of a good market for potatoes in Brazil in the near future.

Prior to the war importation of potatoes was very large, amounting in 1913 to 29,800 metric tons, the chief importation being from France, Portugal, Argentina, and Germany. During the war years the United States and Spain made great strides in this trade, but from 1916 onwards various conditions, chiefly the exchange situation and increased national production, much reduced importation, so that in 1921 the total imports were but 2,180 metric tons and in 1922, 2,553 metric tons. The present import is largely from Argentina, but there is, however, a certain importation from Spain and Portugal. Quotations should be preferably in 30-kilo crates c.i.f. cash against documents, but it is possible that barrel quotations may be acceptable. In no circumstances should quotations be made for delivery in sacks. Several importers in the trade interested in the possibility of Canadian shipments will be glad to receive samples, shipping information, etc. The market, however, may be termed one of opportunity, much depending upon quick delivery and turnover. This has resulted from increased competition of national production, and naturally places Argentina in a very favourable position as compared with European or North American sources of supply.

Duties, Certificates, etc.—Potatoes are classified under Tariff Item No. 106, whether for consumption or seed purposes, and are dutiable at 80 reis per kg., 60 per cent gold, 40 per cent paper, plus 2 per cent ad valorem gold, port tax, etc.

Upon arrival potatoes are subjected to close examination by the Brazilian sanitary officials, and may be rejected if they do not conform to the sanitary certificate which accompanies the shipment. This certificate must be issued and signed by a Government inspector at the point of origin. A form used by Argentine shippers, and acceptable to the Brazilian authorities, is, in free translation, as follows:—

Certificate of Exportation

The undersigned (title of Government Inspector) certifies that the shipment of.....
(name and description of potatoes) from the district of.....(country
 and province) which.....(name and address in full of consigner)

is shipping to.....(name and address in full of consignee) by
(steamer, name of port and sailing date), consigned to
(port of entry) in containers marked as follows.....of declared weight
 of.....kg. has been examined and subjected to tests prescribed by law, the result of such
 analysis being.....(excellent, satisfactory, good), and that the shipment is suitable
 for export, and in good sanitary condition.

(Place and date)

Signature

(Inspector's seal)

Title

(Visé of Brazilian Consulate)

No other fresh vegetables are imported in any quantities.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Canadian-Australian Trade Agreement Passed in Australia

According to a cablegram received from Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, the Canadian-Australian Trade Agreement passed both houses there on September 2. For particulars of this agreement see *Commercial Intelligence Journal* No. 1118 (July 4, 1925, pages 5-8).

Australian Tariff Changes

Mr. D. H. Ross, Canadian Trade Commissioner, cables that proposed alterations in the Australian Customs Tariff introduced in the Commonwealth Parliament on September 2 outlined reductions in duties on forty-seven items and increases on fifty-three items. The changes took effect next day, but are all subject to ratification by Parliament.

Proposed changes on chassis, unassembled, are: British Preferential Tariff, free; Intermediate Tariff, $7\frac{1}{2}$ per cent ad valorem; General Tariff, $12\frac{1}{2}$ per cent ad valorem (duties on unassembled chassis to be superseded are respectively 5 per cent, $7\frac{1}{2}$ per cent, and 10 per cent ad valorem). On assembled chassis the proposed new rates are: British Preferential Tariff, 5 per cent ad valorem; Intermediate Tariff, $12\frac{1}{2}$ per cent ad valorem; General Tariff, $17\frac{1}{2}$ per cent ad valorem. The rates on assembled chassis to be superseded are $7\frac{1}{2}$ per cent, 10 per cent and $12\frac{1}{2}$ per cent ad valorem respectively. There are substantial increases on machinery, locomotives, dynamos, iron and steel plates, and shelf hardware, clothing, hosiery, wool and silk yarns, toys, and spirits. Duties are decreased on cream separators, wall and parchment papers. In the main, increases do not affect Canadian exports to Australia. Particulars of these changes will be published in a later issue of the *Commercial Intelligence Journal*.

NEW SOUTH AFRICAN CUSTOMS TARIFF

TRADE COMMISSIONER G. R. STEVENS

II

[The first part of this report, which dealt with the Canadian Preferential Schedule and changes in the General Schedule, was published in our last issue.]

The previous tariff consisted of 193 items, which were divided into six classes according to rating. Class I consisted of goods with specific ratings; Class II were mixed ratings; Class III were goods at 25 per cent ad valorem; Class IV, goods at 3 per cent ad valorem; Class V were free; and Class VI were merely the general rate of 20 per cent. On all these classes of goods (with the exception of Class V, of course) an Imperial preference of 3 per cent was allowed, barring a very few items which were specifically exempted from preference.

The new tariff consists of 372 items, many of which have been differentiated into a series of sub-items. These items have been divided into fourteen commodity classes and a fifteenth class of goods otherwise dutiable, but admitted free when imported for industrial purposes.

There are two columns in the new tariff—a maximum and a minimum. The same rating in each column is given to 275 items and 97 items have a lower rating in the minimum column. In the first instance, Great Britain was granted twenty-two minimum column ratings, Canada seven, New Zealand six, and Australia three. (As well as the changes made in the preferences to Canada, a fourth item, hosiery, was added to the Australian list.)

The new measure consists of three chapters and five schedules, and consolidates in whole or in part eleven customs and excise duties enactments since 1914. Barring the first chapter of the Act, and the corresponding first schedule, the bill is largely a consolidating measure.

CHAPTER I—CUSTOMS

There are four important innovations in this chapter.

Free Entry of Goods for Use in South African Industries.—Section 2 enacts:—

The goods described in Class XV of the First Schedule shall, subject to such conditions and regulations as the minister may prescribe, be admitted into the Union free of custom's duty: Provided such goods are imported for use only in the manufacturing industry mentioned in each instance.

This involves the free entry of a variety of specified supplies for the following South African industries or manufactures:—

Bacon and meat; bag; boot and shoe; broom and brush; canvas goods; cattle foods; confectionery and biscuit; dips, disinfectant and insecticide; electric batteries; explosives; furniture; hat and cap; leatherwork, including manufacture of bags, trunks, leggings, belts, straps, harness, saddlery; metalization processes and micanite; mining; motor fuel; oil expressing; paints, varnish, polish and putty; paper-making; pipe (tobacco); printing, lithographing, bookbinding and cardboard box; rope, twine and cordage; rubber; shirt, collar and pyjamas; soap, candle and grease; steelware; textile; tanning; tin printing; waterproof clothing; whaling; windmill; wine, brandy and spirit; wool washing; materials for general industrial purposes.

Further additions to this schedule may be arranged upon application to the Board of Trade and Industries.

Application of Suspended Duties.—Section 3 enacts:—

The Governor General may by proclamation in the *Gazette* bring into operation, as from the date of the publication in the *Gazette* of such proclamation, any duty authorized as a suspended duty by the First Schedule to this Act: provided that such duty shall not be imposed in respect of goods shipped to the Union prior to the date of publication of such production.

This section adopts the principle of suspended duties as suggested by the Board of Trade and Industries in their report upon the projected revision of the tariff. In that report the intention was expressed of assisting by means of suspended duties those industries which

Have been set on foot but have not yet proved to the satisfaction of the Board that they are already capable of supplying the quantity as well as the quality of the goods required for the local market at reasonable prices, and those new industries which are likely to be established with a moderate measure of tariff assistance:

The principle of suspending the duty is quite new to this country, but has been adopted in Australia and has proved of great value as a means of encouraging industrial development. The adoption of a similar principle in the South African tariff would hold out a substantial encouragement to those industries which are not yet able to supply the requisite quantity and quality of goods for the local market, and would, moreover, serve to hasten the establishment of new industries without any burden to the consumer during the transition period.

The items to which suspended duties are appended and the rates thereon are as follows:—

	Present Duty	Suspended Duty
Gelatine in bulk.. . . .	5% ad val.	15% ad val.
Condensed milk.. . . .	10s. 5d. per 100 lbs.	2s. 1d. per 100 lbs.
Linen jute bags.. . . .	Free	15% & 20% ad val.
Readymade clothing.. . . .	10%	1%
Piece goods containing less than 50% cotton.. . . .	5%	10%
Binder twine.. . . .	Free	10%
Wire—other than electric.. . . .	3%	10% & 15%
Wire netting.. . . .	3%	17%
Glass bottles.. . . .	5%	20%
Disinfectants.. . . .	5%	15%
Sodium cyanide.. . . .	Free	8s. 4d. per 100 lbs.
Brushware.. . . .	15%	10%
Wheelstock.. . . .	5%	15%
Flooring.. . . .	3%	17%
Wrapping paper.. . . .	½d. per lb.	½d. per lb.
Bentwood chairs.. . . .	20%	1s. each

Where there are maximum and minimum duties upon an item liable to suspended duties, the application of the suspended duties is the same in either column. Thus an article with a 5 per cent preference would carry the same preference after the application of a suspended duty.

The limitations of the application of suspended duties is dealt with in the Report of the Board of Trade and Industries as follows:—

A suspended duty is to be imposed only on such classes of articles falling under any of the above headings as have been specifically mentioned by the Board as having been found to be fit cases for such tariff assistance. For example, the suspended duty of 20 per cent ad valorem on bottles and jars of common glass or earthenware is to be imposed only on such classes of bottles and jars as the Board may from time to time report that the local industry can supply in a measure and manner so as to meet satisfactorily and with due regard to fill the needs of the different industries using such bottles and jars in the Union.

Precautions against Exploitations of the Tariff by Domestic Manufacturers.—Section 4 enacts:—

(1) In any case in which the Board of Trade and Industries reports to the Minister that any industry protected by a duty appearing in the maximum duty column of the First Schedule to this Act—

- (a) is charging unduly high prices for any product; or
- (b) is acting in a manner which tends to such a restraint of trade or the establishment of such a monopoly as is injurious to the public interests; or
- (c) is maintaining unsatisfactory labour conditions,

the minister shall forthwith upon receipt of such report publish the same in the *Gazette*.

(2) If not less than six weeks and not more than six months after such publication the Board reports to the minister that no adequate steps to reduce prices or remove the tendency to restraint of trade or establishment of monopoly, or to maintain satisfactory labour conditions have been adopted by the industry concerned, the Governor General may, by a proclamation in the *Gazette*, declare that the duty to be charged, levied, collected and paid, upon the article concerned shall be that set out in the minimum duty column of the First Schedule to this Act, and as from the date of the publication in the *Gazette* of such proclamation such minimum duty shall be the duty applicable in respect of that article.

The Board of Trade and Industries in reporting upon this matter stated:—

In a number of cases the minimum rates have been made a good deal lower than the maximum rates with a view to enabling the Board to recommend to Government the immediate lowering of the duties, by a proclamation in the *Gazette*, if it is proved to the satisfaction of the Board that prices have been raised unduly with the assistance of the tariff. These minimum rates are in no case to be applied or used for the purpose of negotiating with other countries, except on the recommendation of the Board. In the absence of such a recommendation, the maximum rate is the effective rate, so that as long as the industry concerned plays fair, the higher rate is the one that is in force.

The following items which have preferential ratings are therefore reserved and will not be granted to any nations in pursuance of this undertaking:—

Bacon and ham; condensed milk; bottles and jars of common glass or earthenware; milk cans and buckets; household buckets; cheese moulds (tinned); hats and caps; rubber, manufactures of, n.e.e.; rubber hose, specific duties; mica manufactures—(a) lamp chimneys and stove fronts, (b) micanite sheets; wire rope; screen netting for mining purposes; cement; sugar (other than candy, loaf, caster, icing and cube sugar), golden and maple syrup, molasses, etc.; sodium carbonate and soda crystals (washing soda); matches, wooden, including match splints, etc.; soap, soap powders and extracts; metal sheets, printed, lithographed or embossed; asbestos—cement manufactures.

The Granting of Minimum Column Advantages.—Sections Nos. 6, 7, and 8 enact:—

(1) The Governor General may conclude an agreement with any British dominion, colony or possession, whereby in consideration of the extension to the Union of equivalent reciprocal privileges in respect of goods imported into such country from the Union rates of duty not lower than the minimum rates of duty set forth in the First Schedule to this Act may be extended to specific goods grown, produced, or manufactured in and imported from such dominion, colony or possession into the Union: provided that from the date such rates become effective they shall apply also to similar goods grown, produced, or manufactured in the United Kingdom.

(2) Until such time as agreements have been concluded and brought into effect under the provisions of this section with the Dominion of Canada, the Commonwealth of Australia and the Dominion of New Zealand, as the case may be, the customs duties charged on the goods specified in Parts II, III and IV respectively of the Second Schedule to this Act shall be rebated to the extent shown in the fourth column thereof in respect of goods which having been grown, produced, or manufactured in Canada, Australia or New Zealand, as the case may be, are imported therefrom for consumption in the Union.

(1) The Governor General may conclude a trade agreement with any foreign state whereby, in consideration of the extension by that state of equivalent reciprocal privileges in respect of goods imported into its territory from the Union, rates of duty not lower than the minimum rates of duty set forth in the First Schedule to this Act may be extended to specific goods grown, produced, or manufactured in and imported from the territory of that state into the Union: provided that such minimum rates—

(a) shall not be extended to any goods specified in Part I of the Second Schedule to this Act; and

(b) shall, from the date they become effective in respect of goods imported from any foreign state, be extended *ipso facto* to similar goods grown, produced, or manufactured in and imported from the United Kingdom.

No agreement concluded under section six or seven shall have any force or effect until approved of by resolution of both Houses of Parliament; nor shall any rates to be brought into operation under any such agreement or treaty have effect until the Governor General shall have notified the same by proclamation in the *Gazette* which shall be issued forthwith upon the passing of such resolution.

These clauses replace the former preferential arrangements to the British Empire.

[The third and concluding part of this report will be published in next issue.]

SEED WHEAT FOR ITALY

With reference to the report from the Milan office in the last issue of the *Commercial Intelligence Journal* (pages 244-245) in which mention is made of the possible market for seed wheat in Italy, Mr. Peter Stewart, secretary of the Canadian Seed Growers' Association, writes: "Western Ontario is the main winter wheat-producing area of Canada. The varieties grown are Dawson's Golden Chaff and O.A.C. No. 104. Both of these are regarded by millers and bakers as pastry wheats; they are of the white, soft, starchy type. Furthermore, these wheats have not been found winter hardy in sections having a more rigorous climate than Western Ontario. Seed wheat of the winter varieties does not enter greatly into commerce. Owing to the short space of time which elapses between the harvest and the planting of this type of wheat, the greater part of the seed changes hands directly from the producer to the consumer."

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1155. FLOUR.—Foodstuffs broker in Kingston, Jamaica, wishes to represent a Canadian mill in that market.

1156. APPLES.—A Manchester firm ask for quotations on Ontario or Nova Scotia apples.

1157. APPLES.—A Birmingham firm ask for quotations on Nova Scotia or Ontario apples.

1158. APPLES.—A Birmingham firm ask for quotations on Ontario, British Columbia, or Nova Scotia apples.

1159. APPLES.—A Hull (England) firm ask for quotations on British Columbia and Nova Scotia apples.

1160. APPLES.—An Aberdeen firm ask for quotations on carlots of British Columbia and Ontario apples.

1161. APPLES.—A Belfast firm ask for quotations on Ontario and British Columbia apples.

1162. APPLES.—A Dundee firm ask for quotations on 1,000 to 2,000 barrels from Ontario.

1163. BUTTER.—A Manchester provision merchant is anxious to secure direct connections with Canadian shippers.

1164. FISH.—Jamaican foodstuffs broker would like to represent a Canadian exporter of cured fish, particularly cod and herring.

1165. TURKEYS.—An old-established Manchester poultry firm wish to get in touch with Canadian shippers for this season's Christmas trade.

1166. TURKEYS.—A Manchester poultry dealer invites offers from Canadian shippers for Christmas trade. Samples required.

Miscellaneous

1167. TURPENTINE.—A Rotterdam firm interested in heavy and light chemicals, oils, etc., would be glad to represent a Canadian exporter of turpentine.

1168. NEWSPRINT.—Jamaican commission agent invites correspondence from Canadian exporters of newsprint with a view to representation.

1169. FIBRE BOARD.—Edinburgh firm desire to get in touch with Canadian manufacturers of fibre board with a view to representation. Especially interested in Gyproc.

1170. BOX SHOOKS.—A West of England manufacturing house desires Canadian quotations c.i.f. Bristol (Avonmouth) on box shooks, specification of which may be obtained on application to the Department of Trade and Commerce, Ottawa.

1171. LARD TUBS.—A West of England manufacturer desires quotations c.i.f. Avonmouth on sets of shooks for making up lard tubs of 50-pound capacity. Specifications (in inches): inside top, 14½ diameter; inside bottom, 12½ diameter; inside vertical depth, 12½; staves, ½ thick; loose cover, ¾ thick; projecting wooden handle. Initial quotation desired on 5,000 sets, which may be with or without iron hoops.

1172. SPORTING GOODS.—A Swiss firm in Zurich are very much interested in the importation of hockey sticks, skates and boots.

1173. METALS.—A firm in Hamburg, Germany, desire to get in touch with Canadian exporters of new and old metals and metal residues.

1174. METAL SUNDRIES.—A Birmingham export house desire to communicate with Canadian manufacturers of metal sundries suitable for the manufacturing furnishing trade.

1175. NICKLE.—A Birmingham firm of manufacturers desire quotations on Canadian refined nickel, in bars, rondells, pellets or cubes. Quotations to be in 25-ton lots, c.i.f. United Kingdom port.

1176. ORES.—A firm in Hamburg, Germany, desire to get in touch with Canadian exporters of ores.

1177. WIRE.—An Argentine importer wishes to receive prices and samples from Canadian manufacturers of plain and galvanized wire. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1178. ELECTRICAL SUNDRIES.—A Birmingham firm desire to communicate with Canadian manufacturers of all types of electrical sundries.

1179. HARDWARE.—A Birmingham indent house, dealing with China, India, and Straits Settlements, desires catalogues and prices from Canadian manufacturers of hardware lines of all kinds.

1180. AGRICULTURAL SUNDRIES.—A West of England merchant desires to act as representative for Canadian firms for all types of agricultural accessories, including insecticides, fertilizers, hay and poultry appliances, lawn mowers, etc.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 8, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 8, 1925. Those for the week ending August 31, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		August 31, 1925	September 8, 1925
Britain£	1.00	\$4.86	\$4.8500
Czecho-Slovakia .. . . .Crown	1.	.203	.0296
France .. . . .Fr.	1.	.193	.0469
Italy .. . . .Lire	1.	.193	.0377
Holland .. . . .Florin	1.	.402	.4028
Belgium .. . . .Fr.	1.	.193	.0450
Spain .. . . .Pes.	1.	.193	.1430
Portugal .. . . .Esc.	1.	1.08	.0519
Switzerland .. . . .Fr.	1.	.193	.1937
Germany.. . . .Reichs Mk.	1.	.238	.2381
Greece .. . . .Dr.	1.	.193	.0148
Norway.. . . .Kr.	1.	.268	.2100
Sweden.. . . .Kr.	1.	.268	.2685
Denmark .. . . .Kr.	1.	.268	.2495
Japan .. . . .Yen	1.	.498	.4025
India .. . . .R.	1.	2s.	.3685
United States£	1.	\$1.00	1.00
Mexico.. . . .£	1.	.498	.4935
Argentina .. . . .Pes.	1.	.424	.4000
Brazil .. . . .Mil.	1.	.324	.1262
Roumania .. . . .Lei	1.	.193	.1330
Jamaica£	1.	4.86	4.8862
British Guiana£	1.	1.	4.8687
Barbados.. . . .£	1.	1.	
Trinidad£	1.	1.	
Dominica£	1.	1.	
St. Kitts£	1.	1.	.99—.9900
Grenada.. . . .£	1.	1.	1.025—1.0250
St. Vincent.. . . .£	1.	1.	
Tobago£	1.	1.	
Shanghai, China.. . . .Tael	1.	.708	.7975
Batavia, Java .. . . .Guilder	1.	.402	.4050
Peru.. . . .£	1.	4.86	.4025
Singapore, Straits Settlements .. £	1.	.567	3.8500
			.5700

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Antonia, Sept. 19; Ausonia, Sept. 26; Ascania, Oct. 10—all Cunard Line.

To LIVERPOOL.—Megantic, Sept. 19; Regina, Sept. 26; Canada, Oct. 3—all White Star-Dominion; Aurania, Sept. 18; Alaunia, Oct. 3—both Anchor-Donaldson; Montcalm, Sept. 18; Montclare, Sept. 25—both Canadian Pacific; Moveria, Cunard Line, Sept. 25.

To LONDON.—Brecon, Sept. 19; Batsford, Sept. 26—both Canadian Pacific; Ariano, Sept. 26; Valemore, Oct. 10—both Furness, Withy; Canadian Aviator, Sept. 22; Canadian Trapper, Oct. 2—both C.G.M.M.; Antonia, Cunard Line, Sept. 19.

To AVONMOUTH.—Welshman, White Star-Dominion, Sept. 26; Kastalia, Sept. 12; Parthenia, Oct. 3—both Anchor-Donaldson.

To HULL.—Ariano, Furness, Withy, Sept. 26.

To SOUTHAMPTON.—Minnedosa, Sept. 23; Melita, Oct. 7—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairntorr, Sept. 18; Cairnmona, Sept. 25—both Thomson Line.

To MANCHESTER.—Manchester Brigade, Sept. 17; Manchester Regiment, Sept. 24—both Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Commander. C.G.M.M., Sept. 25.

To GLASGOW.—Letitia, Sept. 25; Saturnia, Oct. 2—both Anchor-Donaldson; Marburn, Canadian Pacific, Sept. 24.

To BELFAST AND DUBLIN.—Carrigan Head, Head Line, Sept. 20.

To COPENHAGEN AND BALTIC PORTS.—Frode, Scandinavian-American, Sept. 30.

To ANTWERP.—Canadian Aviator, Sept. 22; Canadian Trapper, Oct. 2—both C.G.M.M.; Minnedosa, Sept. 23; Melita, Oct. 7—both Canadian Pacific.

To ROTTERDAM.—Brant County, Sept. 24; Grey County, Oct. 10—both Intercontinental Transports.

To HAVRE.—Welland County, Intercontinental Transports, Oct. 3.
 To HAMBURG.—Hastings County, Sept. 19; Essex County, Oct. 5—both Intercontinental Transports.
 To ITALIAN PORTS.—Vallescura, Lloyd Mediterraneo Italian Service, Sept. 30.
 To AUSTRALIAN PORTS.—Canadian Constructor, C.G.M.M., Sept. 30.
 To NEW ZEALAND PORTS.—Canadian Challenger, C.G.M.M., Sept. 25.
 To SOUTH AFRICAN PORTS.—Calgary, Elder Dempster, Oct. 20.
 To ST. JOHN'S, Nfld.—Hillbrook, Murray Transports, Sept. 30; Canadian Sapper, C.G.M.M., Sept. 25.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Sept. 22; Canadian Volunteer, Oct. 6—both C.G.M.M.
 To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Canadian Otter, C.G.M.M., Sept. 22; Balfour, Canadian Pacific, Oct. 17.
 To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Forester, C.G.M.M., Sept. 30.

From Quebec

To LIVERPOOL.—Megantic, Sept. 19; Regina, Sept. 26; Canada, Oct. 3—all White Star-Dominion Line; Montnairn, Canadian Pacific, Oct. 2.
 To SOUTHAMPTON.—Empress of France, Sept. 16; Empress of Scotland, Sept. 30—both Canadian Pacific.
 To AVONMOUTH.—Welshman, White Star-Dominion, Sept. 26.
 To HAMBURG.—Empress of France, Canadian Pacific, Sept. 16.

From Halifax

To LIVERPOOL.—Newfoundland, Sept. 23; Bay State, Sept. 30; Mongolian Prince, Oct. 6; Sachem, Oct. 10—all Furness, Withy.
 To MANCHESTER.—Manchester Exchange, Sept. 21; Manchester Regiment, Sept. 27; Manchester Citizen, Oct. 5—all Furness, Withy.
 To LONDON.—Jessmore, Sept. 20; Arino, Sept. 29—both Furness, Withy.
 To GLASGOW.—Guiana, Furness, Withy, Sept. 22.
 To HULL.—Comino, Sept. 25; Ariano, Oct. 10—both Furness, Withy.
 To ST. JOHN'S, Nfld.—Newfoundland, Sept. 23; Sachem, Oct. 10—both Furness, Withy; Rosalind, Sept. 22 and Oct. 6; Silvia, Sept. 29—both Red Cross Line; Sable I, Farquhar Steamships, Sept. 25 and Oct. 9.
 To NEWFOUNDLAND PORTS AND ST. PIERRE, MIQUELON.—Skipper, Sept. 19 and Oct. 3; Fernfield, Sept. 18 and Oct. 2—both Farquhar Steamships.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chignecto, R.M.S.P. Co., Sept. 25.
 To SANTIAGO, CUBA, AND JAMAICA.—Andalusia, Pickford & Black, Sept. 16.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel, Oct. 1.
 To JAPAN.—Kaikyū Maru, early October; Kaisha Maru, late October—both Canadian-American Shipping Co.
 To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Sept. 17; Empress of Canada, Oct. 1—both Canadian Pacific.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Royal Mail Line, Sept. 23.
 To NEW ZEALAND PORTS AND MELBOURNE.—West Cahokia, Sept. 28; West Islip, Oct. 22—both Pacific Australian Line.
 To LONDON.—Loch Monar, late September; Eemdyk, early October—both R.M.S.P. Co.; Crator, Harrison Line, Sept. 20; Canadian Importer, Sept. 10; Canadian Seigneur, Sept. 17; Canadian Miller, Oct. 3—all C.G.M.M.
 To LIVERPOOL.—Loch Monar, R.M.S.P. Co., late September; Crator, Harrison Line, Sept. 20.
 To MANCHESTER.—Pacific Shipper, Manchester Liners, Oct. 1.
 To WEST COAST UNITED KINGDOM PORTS.—Canadian Highlander, C.G.M.M., Sept. 25.
 To BORDEAUX, HAVRE AND ANTWERP.—Alaska, Oct. 5; Texas, Oct. 15—both Cie. Gle. Transatlantique (French Line).
 To ANTWERP.—Loch Monar, late September; Eemdyk, early October—both R.M.S.P. Co.; Canadian Miller, C.G.M.M., Oct. 3.
 To ROTTERDAM.—Loch Monar, late September; Eemdyk, early October—both R.M.S.P. Co.
 To HAMBURG.—Eemdyk, R.M.S.P. Co., early October.
 To BARCELONA, GENOA, LEGHORN, NAPLES AND TRIESTE.—Piave, Navigazione Libera Triestina, Sept./Oct.
 To UNITED KINGDOM AND CONTINENT.—Raimund, late September; Osiris, early October—both United American Lines.
 To WEST INDIES AND EAST COAST OF SOUTH AFRICA.—West Notus, early October; Hollywood, early November—both Pacific-Argentine-Brazil Line.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

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H. R. Poussetta. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

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MARKETING OF EMPIRE PRODUCTS IN THE UNITED KINGDOM

Reports of the Imperial Economic Committee

FRUIT TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, August 27, 1925.—The Imperial Economic Committee, which has been in session for some months, has presented two reports dealing with methods of marketing and preparing for market within the United Kingdom the food products of the overseas parts of the Empire. The first report deals with certain general considerations affecting Empire trade in foodstuffs, and the second deals with meat. The following summaries of these reports will be found of interest to Canadian exporters of the commodities affected:—

The General Report

The general report begins with a general review of the sources of supply of foodstuffs to the United Kingdom, and while recognizing that home producers should have the first place on the home market, makes it clear that, however much the production of the home country may be increased, there must still remain a great deficiency to be supplied by imports. This deficiency, it is submitted, should be made good, as far as practicable, from within the Empire instead of from foreign countries.

It is recognized that recommendations involving preference through the operation of tariffs are beyond the scope of the committee and that subsidies

should only be adopted in special cases, and it is felt therefore that the most practicable way of stimulating Empire trade is to organize the British consumer with a view to his exercising a systematic preference for home and Empire over foreign products. For this two things are essential. Empire produce must be identifiable as such to the consumer and the overseas producer must meet demand for quality, quantity, and continuity of supplies. Evidence heard had shown that as between goods of the same quality and price, the consumer would undoubtedly select Empire produce if he could recognize it.

This involves the marking as to origin of foodstuffs offered to the public, and it is recommended that legislation be passed making it compulsory that, at the time of sale to the consumer, the words "Empire goods" or "foreign goods", as the case may be, should be attached to the goods.

In the case of canned goods, it is recommended that legislation should provide that each tin should be embossed with the name of the country of origin and that it should be an offence to cover up or efface this name. This recommendation has been made because, in the case of canned salmon, it has been made clear to the committee in evidence that, notwithstanding that the repute of certain brands of canned salmon was originally built up on the excellence of the British Columbia product, yet the brand label is now utilized to cover all foreign goods. Two parties may rightly claim an interest in what has been accomplished in such cases, first the country of origin, and second the firm which has built up a reputation for its brands by the use of a high-quality product. The committee see no reason why the latter only of these two parties should be allowed to take the whole profit of the goodwill.

In addition to identification of Empire produce, it is felt that effective education of the public through publicity is required. The committee therefore recommend that 65 per cent of the British Government's annual grant of £1,000,000 should be devoted to a movement on a national scale to spread and foster three ideas: (1) that Empire purchasing creates an increased demand for the manufactured products of the United Kingdom and therefore stimulates employment at home; (2) that there are certain lines in which Empire produce excels in quality and is available in adequate quantity; (3) that the consumer has at his command, for purposes of discrimination, certain indications of origin legally prescribed. The consumer already has a sentimental preference for goods produced under the British flag. A propaganda movement on the extensive scale in view should make him realize that there are in addition good business reasons for buying imperially, and should be effective in persuading him to convert his hitherto haphazard spending into a responsible act performed with a view to the consequences involved.

To be effective, publicity must be supported by excellence of quality and by regularity of supplies. It is therefore recommended that the Overseas Governments of the Empire should continue to encourage the better grading, packing, and presentation of goods in order that Empire products may secure the full advantage which identification will provide.

It is recommended that the administration of the campaign of publicity and education, as well as of other expenditures in connection with the £1,000,000 grant of the British Government, shall be in the hands of a small executive commission, modelled on such precedents as those of the Development Commission and the Forestry Commission, already at work in Great Britain. With regard to the details of any particular advertising campaign, this commission would arrange for consultation with the trade interests concerned by means of joint committees on a commodity basis.

The committee have been impressed with the importance of research in solving many problems connected with the food supplies of the Empire. They recommend the allocation of 15 per cent of the British Government grant, or

£150,000, for research purposes, some of the problems to be dealt with being: experiments in connection with the chilling and freezing of meat; the investigation of the possibility of long-distance carriage of pig products from distant parts of the Empire; the gas storage of fruit on a commercial scale; the freezing of fruit in lieu of pulping; the effect of breed and previous history upon the storage and marketing qualities of meat and fruit. Recommendations are also made as to steps necessary to provide a body of trained investigators of food supply problems, and a portion of the allocation for research purposes is to be devoted to establishing studentships for the training of such food experts.

In dealing with the general question of the allocation of the £1,000,000 grant of the British Government, the committee state that they have not been instructed to treat their task under this head as merely one of compensating the industries which would have benefited under the abandoned preferences, although there is undoubtedly a feeling among some of those engaged in the industries to which the lapsed preference proposals related that some direct assistance might properly be given to them. They consider, however, that a million a year would break up into relatively trivial sums if distributed among a number of industries in different parts of the Empire, and they feel, moreover, that any scheme of direct subsidy to the producers would involve considerable difficulties both on constitutional and on practical grounds. They, however, commend the industries which were disappointed of a preference under the customs tariff of the United Kingdom to the early attention of the executive committee in connection with the publicity scheme put forward.

A recommendation is also made as to the allocation of funds for the development of trade in fruit produced in the tropical portions of the Empire, and for the carriage of pedigree stock from the United Kingdom to the overseas parts of the Empire.

The Meat Report

The report of the Imperial Economic Committee on the Marketing of Meats begins by pointing out that the increase in the population of the United Kingdom during the last ten years has not been accompanied by a corresponding increase in flocks and herds, the number of head of cattle and swine remaining practically stationary, while that of sheep has shown a considerable decrease. To meet the growing deficiency of home supplies therefore, increasing quantities of meat have been imported. In the ten-year period the percentage of beef and veal, and of mutton and lamb, imported from Empire countries has slightly decreased, while there has been an increase in the Empire percentage of imported pork and bacon. Some 56 per cent of the beef and veal, 59 per cent of the mutton and lamb, and 66 per cent of the pig meat consumed in the United Kingdom are at present imported and considerably more than half of the meat imported is supplied by foreign countries, though in the case of mutton and lamb the importation from the Empire is predominant. The committee therefore point out that there is room for a large measure of substitution of Empire for foreign meat.

BEEF

In the case of beef, 86.7 per cent of imported supplies come from foreign sources. The consumer has a definite preference for fresh-killed meat, chilled meat which approaches fresh beef very closely in condition and appearance ranking second, and frozen beef third. The committee feel that one of the most practicable ways of reducing the home country's dependence on foreign sources of supply for its beef is to cater to the consumer demand for fresh beef by steps in the direction of increasing imports of live cattle from the Empire. In 1924, 932,000 cattle were imported from the Irish Free State, of which 500,000 were

"stores". In the same period about 33,000 "store" cattle were imported from Canada, and about 44,000 fat cattle killed at the ports. Canada's proportion, though increasing, is thus very small as compared with that of the Irish Free State, and even under the best conditions will only develop gradually.

Australia and New Zealand are the only sources of refrigerated beef of any importance within the Empire. Both of these Dominions are heavily handicapped by the fact that it has not hitherto been commercially practicable to export chilled meat in satisfactory condition, and the frozen product which is exported is placed in a price category below "chilled", unremunerative to the producer. The committee therefore strongly emphasize the importance of research with a view to improving the freezing process so that quality and appearance may not be impaired, or to developing a method of chilling that will permit beef to stand the long period of transit. It is pointed out that cold storage charges, though it has been demonstrated that the rates are barely profitable to the owners of cold stores, are nevertheless a very considerable element in the cost of the article when offered for sale, and the advisability of contracting for stated requirements over given periods in order to obtain more favourable rates is emphasized.

Summarizing the whole beef position, the committee state that the salient fact is that Empire supplies are chiefly furnished by the more distant Dominions which must deliver in a frozen rather than in a chilled condition as is the case with the foreigner. This results in unremunerative prices, and there is therefore no inducement to improve or increase herds. Better methods of preservation during transport would transform the whole situation.

MUTTON AND LAMB

In the case of mutton and lamb, the Empire is more nearly self-sufficient than in that of any other class of meat. The annual average percentage of imports from Empire sources during the post-war years is 65 per cent, 22 per cent coming from Argentina and the balance, in the main, from other South American countries. New Zealand produces the finest qualities of lamb, and undoubtedly satisfies all the requirements of the British market from this standpoint; the grading of carcasses as to type, weight, and finish furnishing an outstanding example of excellence. The process of freezing also does not impair the quality of lamb or mutton as it does that of beef, so that the seasonal kill can be frozen immediately and evenly distributed ex store throughout the year. Regularity and continuity of supply is also a feature of the New Zealand meat trade that is of prime importance. Australia is of much less importance than New Zealand as a source of supply for mutton and lamb, as the sheep industry in that Dominion has specialized on wool production. In South Africa wool production has been the principal aim. Both in Australia and South Africa therefore the development of a trade in mutton and lamb must depend on the relative profits from meat and wool production.

Summarizing the Empire mutton and lamb situation, the report states that any material increase in importations from the Empire must depend on the possibility of developing greater supplies from Australia and South Africa. It is doubtful if New Zealand is in a position to greatly increase her trade. It is recommended that every effort should be made to achieve uniformity of carcasses so that purchasers may be as ready to buy parcels of Australian lamb and mutton merely on grade as they are now ready to buy the New Zealand product.

PIG PRODUCTS

Forty-eight per cent of the amount spent in the United Kingdom in 1924 on imported meats of all classes went to purchase pig products, and mainly

for bacon and ham. The committee have been impressed with the steadily increasing quantities of bacon imported from Denmark, those received in 1924 being 50 per cent more than the previous record of 1914 and 44.7 per cent of total imports, exclusive of the Irish Free State. The highly specialized Danish industry concentrated in a limited area has made possible the efficient organization of all details of production, manufacture, and sale and has resulted in the maintenance of a uniformly high standard of product. The United States is the second largest source of bacon supply, furnishing in 1924 37.1 per cent of total imports, exclusive of the Irish Free State. The American supplies constitute only a small proportion of the total United States production, the export market being used largely for surplus shipped to steady prices at home. Other foreign sources of supply such as Sweden and the Netherlands are much less important.

Empire sources of supply are mainly Canada and the Irish Free State. In 1924 supplies from Ireland were 6¼ per cent of total imports. In view of the huge annual expenditure in the United Kingdom on foreign bacon, and also of the undoubted popularity of Irish bacon, the committee emphasize the importance of efforts to make pig-raising in Ireland more profitable and suggest as necessary action with a view to improving the quality of the animals, and to introducing more economical methods of feeding. The need for investigation as to high transport charges between Ireland and Great Britain is also pointed out.

Canada contributed in 1924 15 per cent of total imports of bacon and hams exclusive of those from the Irish Free State, the volume of trade showing a greater annual average increase over pre-war years than that of any other source of supply. It is noted also that Irish bacon commands a higher landed value than other imported bacons—£6.09 per cwt. in the first half of 1925—Danish coming next with a value of £5.61, then Canadian £4.94, and American £4.62. Figures furnished show that the difference in price between Canadian and American bacon is much greater than it was before the war. This improvement in the situation as regards the Canadian product is stated to be due to an organized effort on the part of the producers, the packers, and the Government in Canada which has resulted in the improvement of the pigs themselves, a greater uniformity of the product, a milder cure, and a quicker distribution. It is pointed out that Canada is under a heavy handicap as compared with Denmark in view of the British consumer preference for a fresh mild-cured bacon, and the fact that distance from the market makes it necessary to cure the Canadian product so as to carry for a longer time than that of its competitor. It is recommended that research be directed to secure a more satisfactory method of long-period cure. It is also recommended that steps be taken to investigate the practicability of more rapid transport and a more regular shipping service from Canada, so that Canadian bacon would be brought to the most suitable ports on the same day each week and thus be placed on a more equal footing with Danish supplies.

CANNED MEAT AND FISH

It is stated that South American and United States canned meat brands dominate the United Kingdom market owing to regularity and dependability of supply, and that Australian and New Zealand packs, though supplying brands of high quality, cannot hope to compete unless improvement is made in respect to supply.

With regard to canned fish the chief item so far as the Empire is concerned is salmon, and this comes mainly from Canada. Canned lobsters also come mainly from Canada, though there is a small import from Newfoundland.

There has been a great increase in the consumption of canned salmon in the United Kingdom since the war, the total quantity imported in 1924 being twice as

much as between 1909 and 1913. The increase, however, has been largely from Russia, Japan and the United States, Canadian supplies being actually less than the pre-war average by 10,000 cwts.

Up to the time when Siberian salmon appeared on the United Kingdom market in considerable quantity, British importers reserved their best distinctive selling brands for British Columbia sockeye, which made from 10s. to 15s. a case more than the Siberian product. When, however, importations from Siberia exceeded those from British Columbia, Siberian were largely substituted and producers in British Columbia were forced to find an outlet for their pack elsewhere. British Columbia is handicapped by the fact that the salmon packers of the United States have a protected domestic market for approximately 75 per cent of their large pack and need therefore only to export a surplus, for which they are prepared to accept, for purposes of quick clearance, prices which would not be remunerative if they applied to the whole pack. The packers of British Columbia, on the other hand, have a domestic market for no more than 27 per cent, and must export no less than 73 per cent. The values obtainable for this large proportion are seriously affected by the competition of the American surplus.

The committee consider that the competitive situation would be considerably improved if legislation made compulsory the use of marks identifying the admittedly superior Canadian product, and have made recommendations to this effect in their main report. In addition to recommendations dealing with meat products, included in the summary given of the first General Report, the Committee submit the following, with regard to the importation of live cattle:—

In the United Kingdom there is undoubtedly a desire on the part of the consumer for fresh-killed meat in preference to all other descriptions of meat. The obvious method of meeting this demand is through an extension of feeding operations by the farmers of the United Kingdom. This implies increased breeding, or the increased importation of store animals, or both. We have not received any evidence on this subject on the side of British producers and we are, of course, aware that the matter has in recent years been the subject of considerable controversy in the United Kingdom. We feel, however, that apart from the restrictions imposed to prevent the introduction of disease it is undesirable from the point of view of the interests of the United Kingdom consumer and of the producer in the overseas parts of the Empire to place restrictions on the entrance of store cattle and we feel further that it is especially undesirable to differentiate in restrictive legislation between one Dominion and another as at present. We therefore recommend that the existing legislation in reference to the importation of live cattle into the United Kingdom be considered.

With regard to this recommendation, it should be noted that the British Government has issued a statement to the effect that they cannot see their way to adopt it. They state that to-day agricultural interests in the United Kingdom are as definitely opposed to any extension of the existing system as they were in 1923 when this matter was fully discussed by the Imperial Economic Conference and they consider that it is not possible to hold out any hope that the present Parliament would be ready to take the action required to alter the *status quo* with regard to the importation of live stock from the Dominions.

THE LIVERPOOL HIDE MARKET

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, August 27, 1925.—There is little importation of Canadian hides into this country beyond those from the cattle-slaughtering depots. Hides are imported into Liverpool chiefly from Argentina, Brazil, South and West Africa, west coast of South America, India, Australia, and the United States. The most important sources of supply are South America and South Africa, although each exporting country contributes certain types not obtainable elsewhere and for

which there is always a certain demand. As a rule, hides from the United States are only shipped to this market when prices are low in America, and the shipments from that source are very much smaller than from the River Plate.

The bulk of the imports consist of ox, cow, and bull hides, all of which are sold under separate classifications. Cow hides bring a lower price than either bullocks or heifers owing to the poorer quality of the grain. Horse hides are not extensively dealt in. All kinds of wet and dry salted hides are imported, but, generally speaking, River Plate heavy wet salted hides secured from the slaughtering plants are preferred when prices are favourable, as they are the most suitable for the tanning of sole leather. However, there has been more demand recently for dry and dry-salted hides than for wet-salted. Dry and dry-salted are considered relatively cheaper, but the actual price in pence per pound is higher, the moisture being eliminated. South Africa is an important shipper of the dry and dry-salted types.

It is necessary that hides be well salted before shipment to prevent heating. Insufficient salting is one of the chief complaints made against wet-salted hides. It is also very important that the hides be properly flayed, and dealers interviewed state that both River Plate and United States hides, as a rule, are very uniform and well flayed. Unbranded hides are more valuable than branded, and in the case of Canadian hides offered for this market it should be stated whether or not the hides are branded. Practically all River Plate hides come branded.

Dry hides are generally folded once down the back, sometimes in bales and sometimes loose. South American wet-salted hides from the River Plate are generally loose, while those from the west coast of South America are usually bundled with flesh out. Australian hides are often shipped in bags.

Most of the business in Liverpool is done on a purchase basis, although the different brokers frequently handle consignments on shippers' account. With new shippers, however, the general rule is to secure a sample of say 100 hides on consignment, so that the tanners may test the quality and later buy for shipment.

Dry hides are usually sold with a certain percentage of second- and third-grade stipulated in the contract. In the wet-salted trade the Frigorific Companies of the River Plate sell their seconds separately, as also do the shippers of Australian hides. Nearly all hides are sold in this market per pound c.i.f. either on shipping weight or on landing weight.

Owing to the many different grades and varieties of hides, it is not possible to list detailed prices in a brief report. The market has been rather unsettled lately, and wet-salted hides have been declining slightly in value. During the year quotations have varied a good deal. In January and February wet-salted best heavy Saladero ox hides were realizing around 12d. per pound c.i.f. shipping weight, and these same hides are now worth 9½d. to 9½d. Stocks are on the low side, and in spite of some recent decline in prices, values are still considered high.

English tanners are very conservative, and when once they have secured a source of supply that they can rely upon it is very difficult to persuade them to try new descriptions of hides. The large South American Frigorific plants are well organized in this trade and competition is very keen. Canadian shippers, unknown on this market, should send sample shipments so that the quality of their product may be tested.

AUSTRALIAN WOOD-PULP INVESTIGATIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, August 11, 1925.—As far back as 1914 the Forest Products Laboratory at Madison, Wisconsin, reported to the Government of Tasmania that, as a business proposition, it was not feasible to manufacture paper pulp from Australian hardwoods and emphasized that hardwoods were, for the purpose indicated, much inferior to poplar and other common pulpwoods.

In 1921 the Commonwealth Institute of Science and Industry began a series of experiments in Western Australia, with the aid of a small laboratory plant, to determine the chemical and physical treatment necessary for pulping various kinds of hardwood. These operations were continued on a large scale in a Melbourne paper mill with the result that the Institute of Science and Industry published, in 1923, a bulletin on the manufacture of pulp and paper from Australian hardwoods.

The results of the investigations were briefly summarized as follows:—

1. An abundance of wood in the form of young regrowth is available for establishing the pulping industry, the largest supplies being in Victoria and Tasmania.

2. This wood is easily pulped by suitable modification of well-known pulping processes, and the cost of production in this way should be low.

3. The pulp so produced is capable of conversion into a fairly wide range of papers, provided that it is "beaten" under correct conditions.

4. Conditions are favourable for establishing a mill to produce pulp for the local manufacture of at least 5,000 tons of "M.F." and similar medium to high-grade printings per year.

5. There are undoubted indications of the economic possibility of being able to manufacture newsprint in Australia entirely from chemical pulp.

Exclusive of wood on alienated land, it is estimated that the quantities of Australian pulpwood—12 inches maximum diameter—now standing are over 4,000,000 cords in Victoria (half within 100 miles of Melbourne), 1,000,000 cords in southern Tasmania, and that New South Wales can supply 12,000 cords and Western Australia some 20,000 to 30,000 cords annually.

PULPING AUSTRALIAN HARDWOODS IN EUROPE

With the co-operation of an interested group of financial men the Commonwealth Institute of Commerce and Industry sent their principal investigator to England and the Continent to make further tests of the suitability of hardwoods for pulping purposes. A paper mill in Holland made tests from Tasmanian hardwoods, with the result that samples of paper so produced have been placed in evidence before the Commonwealth Tariff Board with a view to obtaining a substantial customs duty on pulp, newsprint and other paper or, alternatively, an equivalent bonus on its production in Australia.

FOREST CONDITIONS

Emphasis is made in the Institute's publication that, contrasted with the slower growth of spruce, fir, etc., in the northern hemisphere, some species of Australian hardwoods grow in suitable sizes for pulping in from ten to fifteen years. Further, it is stated that 10,000 square miles of average spruce or poplar would be required to yield the same quantity of pulpwood as 150 to 300 square miles of Eucalypt forest. Hence considerable attention has been given to the proposed cultivation of pulpwood species—indigenous and *Pinus insignis*—in Australia.

EXISTING PAPER MILLS IN AUSTRALIA

The only paper and board mills in the Commonwealth (three paper and four board) are in the states of Victoria and New South Wales. The combined output of these is now estimated at about 40,000 tons per annum, and for which about 8,000 tons of wood-pulp is annually imported. Only pulping of straw is carried out in Australia. The output of these mills is mainly comprised in kraft wrapping paper, some printing paper, and the bulk in paperboard and straw-board. No newsprint is made in the Commonwealth.

PROPOSED NEWSPRINT MILLS IN TASMANIA

The Amalgamated Zinc Company, Melbourne, one of the wealthiest and most successful mining companies in Australia, with extensive interests in Tasmania, has recently submitted strong representations to the Commonwealth Tariff Board to recommend highly protective duties on newsprint on rolls and sheets, printing paper on rolls and sheets, and typewriting paper, in which event the company propose to install an extensive pulp and paper plant in Tasmania.

The special claims submitted for consideration are:—

1. It is a new industry opening up new fields for employment and wealth production.

2. It is an Australian industry giving new value to Australian forests, utilizing raw materials at present wasting away or lying idle and unproductive.

3. It is wholly Australian with local supplies of raw materials, not depending on any other country for any essential supply.

4. It is an Australian key industry, serving to make numbers of subsidiary or dependent industries more truly Australian—more independent of foreign supplies.

The company, tentatively, holds an option on 130,000 acres of freehold forest land, and has obtained from the Government of the State of Tasmania the exclusive right to cut timber for pulping on 600,000 acres of Crown land. In making its application, the company emphasized that, on the cutting out of timber, it would from the outset embark upon a scheme of reafforestation on scientific principles.

PAPER ITEMS UPON WHICH HIGHER DUTIES ARE REQUESTED

The customs duty requested by the company is either a flat rate of £6 (\$29.20) per long ton on newsprint from the United Kingdom (which under the trade agreement would include Canada) and £9 (\$43.80) per ton from other sources of supply, or 40 per cent (actually 44 per cent) on pulp, newsprint, printing, and typewriter paper. In lieu of the proposed duties, it is understood that the company would, alternatively, accept a bonus of £6 per ton on paper produced at their mills.

The duty—or bonus—to apply to Item 334, A, C and F of the Commonwealth tariff, viz:—

	British Pref.	Inter- mediate	General Tariff
334. Paper—			
(A) Pulp, for manufacturing paper.. . . .	Free	Free	Free
(C) 1. News printing, not glazed, mill-glazed or coated, in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent Per ton	Free	£3	£3
2. Printing, n.e.i. (glazed, unglazed, mill-glazed, or coated) not ruled or printed in any way in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent .. . Per ton	Free	£3	£3
3. Printing, n.e.i. ad val	15%	20%	25%
(F) Writing and typewriting paper (plain) not including duplicating—			
1. In sheets not less than 16 x 13 inches .. . ad val.	5%	10%	15%
Deferred duty ad val.	20%	25%	30%
2. In sheets less than 16 x 13 inches .. . ad val.	30%	35%	30%

IMPORTATIONS OF NEWSPRINT, PRINTING PAPER, AND PULP

The importations of newsprint in rolls and sheets into Australia are as follows:—

1922-23	80,842 tons valued at	£1,768,678
1923-24	90,429 tons valued at	1,879,437

The importations of printing paper being:—

1922-23	18,646 tons valued at	526,452
1923-24	20,109 tons valued at	561,100

The importations of wood-pulp being:—

1922-23	8,978 tons valued at	139,257
1923-24	7,478 tons valued at	128,574

ESTIMATED EXPENDITURE ON TASMANIAN PAPER MILLS

Should the Government and Parliament accede to the request for the proposed duty (or bonus) on pulp, newsprint, etc., the interested company proposes an initial expenditure estimated at £1,000,000 and ultimately to increase the plant at a total cost of between £2,000,000 and £3,000,000.

The first year proposals are to produce 10,000 tons of printing paper and 12,000 tons of newsprint, aggregating 22,000 tons. Within five years the company submitted that they would be able to supply 400 tons of pulp per day, or approximately 120,000 tons per annum.

OPPOSITION TO DUTIES ON NEWSPRINT

Representatives of the Australian Newspaper Conference, embodying all the leading metropolitan and country newspapers, and manufacturing stationers, have strenuously opposed the proposed customs duty on newsprint and other printing papers, and have combated the optimistic views of the interested company as being untenable and not based upon reliable data. At the time of writing some usually well-informed authorities express the view that in the present session of the Commonwealth Parliament an effort will be made to give effect to the proposals of the promoting company as, it is stated, their option on 120,000 acres of freehold forest land in Tasmania expires on September 1, 1925.

AUSTRALIAN TRADE RETURNS, 1924-25

TRADE COMMISSIONER D. H. ROSS

Melbourne, August 11, 1925.—The preliminary trade returns (subject to revision) of the overseas trade of the Commonwealth for the fiscal year ended on June 30, 1925, constitute formidable figures and for exports set a record.

The total trade is given thus:—

	1923-24	1924-25	1924-25 (Inc.)
Imports	£140,618,293	£157,097,465	£16,479,172
Exports	119,487,164	161,106,111	41,618,947
Total trade	£260,105,457	£318,203,576	£58,098,119

These large figures are a reflex of a favourable climatic season and remunerative overseas markets for staple exports, thereby providing increased purchasing power to pastoralists and farmers. The excess of exports over imports is given at £4,008,646, but in goods and products it is much more than superficially expressed. In preparation for a return to the gold standard, the banks imported some £10,510,876 of gold as against £27,742 in the previous year, hence the corresponding inflation of imports by £10,483,134.

COMMONWEALTH OVERSEAS TRADE IN RECENT YEARS

To illustrate the fluctuations in Australian trade in recent fiscal years (July to June) the following comparative return shows increases and decreases of imports and exports:—

Year	Total Imports	Total Exports	Increase or Decrease
1919-20	£ 98,974,292	£149,823,509	+ £50,849,217
1920-21	163,331,140	131,925,091	— 31,406,049
1921-22	101,063,661	127,949,455	+ 26,885,794
1922-23	131,808,673	117,913,083	— 13,895,590
1923-24	140,618,293	119,487,164	— 21,131,129
1924-25	157,097,465	161,106,111	+ 4,008,646

TRADE OF CANADA AND AUSTRALIA COMPARED

A comparison of the total trade of the Dominion with that of the Commonwealth for the past two fiscal years is submitted in the appended schedule (\$4.86 = £1):—

	Imports.	Exports.	Total trade.
1923-24 Canada..	\$893,366 867	\$1 058,763 297	\$1,952,130,164
1923-24 Australia..	682,404,903	580,707,617	1,264,112,520
1924-25 Canada..	796,932,537	1,081,361,643	1,878,294,100
1924-25 Australia..	703,493,679	782,975,699	1,546,469,378

IMPORTS BY STATES

The relative trading importance of each Australian state is illustrated in the appended schedule of the imports into the Commonwealth during the fiscal years of 1923-24 and 1924-25:—

Importing States.	1923-24.	1924-25
New South Wales..	£ 58,225,180	£ 66,265,638
Victoria..	49,592,643	54,304,873
Queensland..	11,605,668	12,822,282
South Australia..	12,700,321	13,972,091
Western Australia..	6,662,729	8,030,400
Tasmania..	1,817,320	1,681,389
Northern Territory..	14,432	20,792
	<hr/> £140,618,293	<hr/> £157,097,465

IMPORTS OF PRINCIPAL LINES OF MERCHANDISE

The imports of some leading lines of goods and products—of particular interest to Canadian manufacturers and exporters—in the fiscal years of 1923-24 and 1924-25 are as follows:—

	1923-24.	1924-25.
Agricultural implements..	£ 674,005	£ 786,822
Alc and beer..	217,166	200,326
Apparel—		
Blouses and costumes..	296,172	456,777
Boots and shoes..	423,342	466,742
Hats and caps..	504,243	556,311
Hosiery and knit goods..	1,890,265	2,163,440
Men and boys' clothing..	219,355	273,769
Trimnings..	1,017,751	1,059,666
Other apparel..	2,028,002	2,144,897
Piece goods—		
Canvas and duck..	972,137	885,907
Cotton and linen..	10,333,107	10,890,080
Silk..	4,725,769	5,126,186
Woolens..	3,391,350	3,320,219
Piece goods, other..	2,551,935	2,990,990
Carpets and linoleums..	2,953,108	2,970,786
Textiles, other..	2,453,034	2,691,352
Bags and sacks..	2,719,393	4,049,318
Cable and wire (electrical)	1,274,274	1,327,733
Electrical appliances and machinery..	3,591,701	4,936,097
Machines and machinery..	7,176,204	6,914,805
Iron and steel tubing..	8,150,689	8,195,824

IMPORTS OF PRINCIPAL LINES OF MERCHANDISE—*Concluded*

Vehicles—		
Motor cycles and tricycles.. . . .	754,375	754,365
Bodies for motor cars.. . . .	1,163,354	1,109,846
Chassis for motor cars.. . . .	9,837,242	10,482,878
Other vehicles and parts.. . . .	2,052,326	2,650,150
Wire, iron and steel.. . . .	618,314	625,691
Metal manufactures, n.e.i.. . . .	6,680,165	6,121,598
Rubber manufactures.. . . .	2,478,463	2,352,125
Leather, patent, etc..	562,450	465,021
Timber, dressed.. . . .	1,442,701	1,246,544
“ undressed.. . . .	4,183,642	3,202,081
“ mfrs. of wood.. . . .	587,559	595,451
Paper—boards.. . . .	224,252	229,613
“ printing.. . . .	2,440,537	2,794,527
“ wrapping.. . . .	375,551	365,100
“ writing.. . . .	479,234	561,997
“ other.. . . .	535,592	502,662
Calcium carbide.. . . .	28,227	34,226
Brushware.. . . .	355,715	360,020
Pianos and parts.. . . .	1,109,564	1,176,533
Fish, canned.. . . .	1,158,048	1,121,890
“ all other.. . . .	330,501	361,093

PRINCIPAL LINES OF AUSTRALIAN EXPORTS

The principal exports from Australia in 1924-25, in comparison with those for the previous fiscal year, are as follows:—

	1923-24.	1924-25.
Butter.. . . .	£ 4,919,664	£10,006,031
Cheese.. . . .	142,820	365,769
Beef, frozen.. . . .	1,301,879	4,153,103
Lamb, frozen.. . . .	1,004,235	1,169,244
Mutton, frozen.. . . .	166,565	305,330
Rabbits, frozen.. . . .	320,442	310,683
Meats, canned.. . . .	162,379	289,645
Meats, other.. . . .	551,334	733,382
Milk and cream.. . . .	1,080,088	1,080,659
Currants, dried.. . . .	420,380	509,179
Raisins.. . . .	803,365	1,395,289
Wheat.. . . .	13,979,342	34,413,386
Grain, other.. . . .	472,271	1,057,454
Flour.. . . .	5,317,797	6,186,275
Hides and skins.. . . .	6,293,320	8,150,026
Wool, greasy.. . . .	48,674,602	55,514,435
Wool, scoured.. . . .	6,360,636	6,562,104
Wool, tops.. . . .	1,161,920	1,119,849
Metals and manufactures thereof.. . . .	6,332,423	7,096,623
Rubber manufactures.. . . .	166,863	127,549
Leather and manufactures thereof.. . . .	827,313	701,244
Timber.. . . .	1,308,662	1,636,192
Eucalyptus oil.. . . .	66,339	78,763
Drugs and chemicals.. . . .	400,285	429,931

AUSTRALIAN IMPORTS AND EXPORTS, 1924-25

On reference to the schedules it will be observed that many imported lines of interest to Canadian manufacturers show encouraging increases, including agricultural implements, electrical cable and wire, electrical appliances and machinery, chassis for motor cars, and some lines of paper, while in others small decreases are apparent.

In Australian exports the most striking increases are in butter (£5,086,417), frozen beef (£2,851,224), wheat (£20,434,044), flour (£868,478), greasy wool (£6,839,833), scoured wool (£201,468), metals and manufactures thereof (£764,200), raisins (£591,924), and currants (£88,799).

It will be from six to eight months hence before the revised trade returns for 1923-24 are published, and until then it will be impossible to make a comparative analysis of importations from Canada with the total importations from all countries. In the meantime a more detailed schedule of imports and exports for 1924-25 is available for reference at the Department of Trade and Commerce, Ottawa.

CANADIAN TRADE WITH NEW ZEALAND

TRADE COMMISSIONER C. M. CROFT

Auckland, August 17, 1925.—Statistics of the imports into New Zealand from Canada for the quarter ended June 30, 1925, have just been compiled. These show an increase of £137,226 (\$686,130) over the corresponding period of 1924, the totals being £978,123 (\$4,890,615) and £840,897 (\$4,204,485) respectively.

The following are the principal increases and decreases for the period:—

Increases.—Gum boots, £4,252; iron and steel bar, bolt and rod, £19,590; wrought pipes not exceeding 6 inches int. diameter, £6,059; wire fencing barbed, £1,634; wire fencing plain, £2,405; wire, iron n.e.i., £6,232; insulated cable and wire, £2,861; belting other than leather, £3,736; sole leather in bends 14 pounds or over, £3,733; newsprint in rolls or sheets, £24,524; calcium carbide, £4,719; chassis for motor vehicles, £28,275; chassis for lorries, trucks, etc., £11,613; tires for motor vehicles, £89,839.

Decreases.—Grass seed, £3,567; apparel n.e.i., £2,787; hardware n.e.i., £4,289; wire, other, plain, £13,509; metal manufactures n.e.i., £17,316; doors and sashes, £4,336; paper-hangings, £1,604; brushes, brushware and brooms, £3,400; motor vehicles other than buses, £84,763.

[A table detailing the imports into New Zealand from Canada during the quarter ended June 30, 1925, with the preferences given, has been transmitted by Mr. Croft and is available for interested Canadian firms on application to the Department of Trade and Commerce, Ottawa].

IMPORT TRADE OF NEW ZEALAND

TRADE COMMISSIONER C. M. CROFT

Auckland, August 17, 1925.—Statistics of the imports from various countries during the first six months of the current calendar year are now available. The total value of the importations for the period was £25,015,285, as against £22,644,403 for the corresponding six months of last year, or an increase of slightly over 10 per cent. Canada's share of this trade for the six months ended June, 1925, was £1,983,735 as compared with £1,824,121 for the similar period of 1924, an increase of nearly 10 per cent. The imports from England increased from £11,012,963 for the first six months last year to £12,236,685 for the period under review, an increase of 11 per cent. The imports originating in Australia decreased in value from £2,660,851 to £2,530,496. On the other hand, the United States shipped slightly more than the average, her shipments being valued at £4,165,548 for the first half of this year as against £3,674,643 for the corresponding six months of 1924—an increase of nearly 14 per cent.

While Canada practically maintained her proportion of the import trade of New Zealand, that of the United States has increased. Canadian and United States products consigned to New Zealand are very similar, and a substantial preference, both in tariff and sentiment, exists in favour of Canada. But in many instances it has been noted that United States shippers have been able to quote better prices than Canadian, and in some cases Canadian lines actually cost more to land in the warehouse than do similar commodities from the United States, which pay 10 to 15 per cent more duty.

CANADIAN TRADE WITH THE BAHAMAS

TRADE COMMISSIONER JAMES CORMACK

II—Imports of Interest to Canada—Continued

Glassware.—The annual trade is worth about £15,000, the bulk of which is done with the United States. Canada's share in 1923 was £301. Both in window glass and in table glassware there are indications that imports will increase.

Grains.—There is a small business done in chicken and dairy feed, mostly with the United States. Canada has a larger share of the more valuable oats

business, selling in 1923 over 20,000 bushels valued at £3,391, which represents about 25 per cent of the total.

Hardware.—In builders' hardware, the range of lines included is so numerous that only some of the more saleable items not dealt with specially herein are commented on. Reinforcing rods, pipe fittings of malleable iron, soil pipe of cast iron, shovels, chicken wire (little barbed wire or fencing wire), corrugated iron sheets, sanitary fittings and workmen's tools (mostly from the United States), and wire and other nails of all kinds command a good sale.

In household hardware, zinc pails, watering cans and washing tubs sell well. Sweden supplies most of the enamelware; prices and quality suit the market best. Canada is represented in the brush trade in its various branches, but the turnover is small. There is a fair sale for congoleum (but no linoleum), which comes from the United States. In chinaware, England and the United States compete for most of the trade with good-quality sets, but the bulk of this business is done in cheap goods. Glassware comes largely from Belgium. Tinware is not much used, but there is a fair trade in aluminium goods coming largely from England. "Florence" and "New Perfection" stoves were said to be very popular. Iron pots and galvanized pails and braziers are in good demand. With the recent inauguration of an electrical supply for Nassau, there is developing a business in stoves, cookers, washing machines and irons. Electric globes are also in demand, one hardware firm having 10,000 of these in stock from the United States. The electricity is supplied to Nassau by the Government, and is 110 or 220 alternating current, 60 cycle. For light, the cost to the consumer is 5d. per unit, for power 4d. per unit and 2d. for cooking. The chief of the Government Electrical Department stated that he would like to buy some of his supplies from Canada, such as wire, transformers, switches and construction materials, but that factory deliveries were too slow.

Hay.—The total annual trade amounts to the small sum of £350, of which Canada is credited with £100. The local grass makes good and plentiful feed practically all the year round.

Lard Compound.—This is a staple in the Bahamas, and several Canadian firms are now participating in the trade. In 1923 Canada sold 48,659 pounds valued at £1,409; while the United States sent 621,327 pounds worth £17,539. In 1924 Canada shipped 72,971 pounds worth £2,008.

Leather (Sole).—A considerable amount of the rougher types of footwear is manufactured in the Bahamas, creating a fair demand for sole leather and shoe findings. Of the former some thousands of pounds are imported annually, mainly from English sources; the shoe findings come largely from New York. Sole leather was quoted at about 2s. 1d. c.i.f. per pound and retailed at about 4s.

Lumber.—Lumber is imported into the Bahamas largely from the adjoining southern United States, and very little other than pitch pine is in use. About 30,000,000 feet is the usual annual import. Some spars, laths and ships' timber for the small vessels made locally are imported, but little or no dimension timber of any size. About 3,000,000 feet of standard cypress shingles are imported annually, but supplies received from the Dominion are negligible.

Meats.—Beef and pork imports are fairly extensive; Canada's share is small but growing. The same may be said of hams and bacon, but the trade in packing products is strongly affected by the storage plants of Miami. There is but little business in canned or bottled meats, but in canned fish—such as salmon and sardines—the Dominion has a good share of the trade.

Milk.—Roughly one-third of the imported canned milk comes from Canada, and the proportion has been steadily increasing in the past two years; last year the value was nearly £6,000. Cow's milk seems to be very scarce in the Bahamas,

and canned milk is a staple. Unsweetened milk is preferred to sweetened. Some American firms with affiliations in Canada are shipping fair quantities to the Bahamas.

Motors.—Ford cars and trucks dominate the market, and there are few higher-priced cars to be seen. With the increased attention which is being paid to good roads in New Providence, the motor trade in all its branches should flourish in the near future. Motor boats, both small pleasure cruisers and open boats, should have an increasing sale.

Paints.—There is a good demand for paint in the Bahamas; ready-mixed tinned brands form the bulk of the trade. The United Kingdom has in recent years had to yield place to the United States as the chief source of supply. In 1923, paints to the total value of £5,973 were imported, but Canada in that year is not shown as a supplier. In 1924 small shipments were made.

Paper.—The paper business is small, and is confined to Nassau. One firm which carries but a small stock does nearly all the stationery business.

Potatoes.—Potatoes are grown locally, and the volume of the import trade is therefore small, and is divided between the United States and Canada. A f.o.b. New York price at the beginning of August was \$4.10 per barrel of 160 pounds.

Tea.—Canada is represented prominently by Salada tea, which is said to be well liked, and while the total demand is not large, the Dominion has the major and a growing share of the total trade.

Textiles.—A large and varied range of these is in the market, as the climate ranges from cool to hot. In women's dress goods silks predominate, but grey cotton prints, denims, drills, voiles and muslins are stocked. Some tweeds, vicuna, flannel and doe-skin, mostly from England, have a limited sale.

Although tailoring is relatively expensive in the Bahamas, few ready-made or semi-ready suits are worn. Good-quality shirts and soft collars are in demand. Hats and caps are imported in usual northern styles, but a hat made locally of plaited coconut straw, retailing at \$3, sells well; it is very serviceable and attractive. There is a limited demand for golf and tennis and swimming furnishings in Nassau.

GENERAL

Nassau is very well supplied with storekeepers, almost all of whom are doing retail business, but none of whom are outstandingly large. A list of the larger firms doing business in Nassau (and that includes all the Bahamas), together with their general credit standing, is on file at the Department of Trade and Commerce, Ottawa, as well as a mailing list of the better class residents (quote file No. 20440). For many years in the Bahamas there were no stores carrying such lines as furniture and jewellery, and purchases were made largely from firms specializing in the mail order business. A large share of this business can still be got by the distribution of attractive catalogues—a practice that is strongly recommended to Canadian firms. Manufacturers' catalogues and up-to-date c.i.f. price lists, with discounts, mailed to the storekeepers, would largely offset the lack of close touch which is felt with Canadian firms. The business in most lines is too small to warrant the expense of frequent visits of commercial travellers from the Dominion. Canadian exporters must remember that there is little or no use in quoting or expecting carload prices.

The Royal Bank of Canada is the sole commercial bank in the Bahamas, and is in a special position to assist exporters in credit matters. Generally speaking, credit in the islands is good, owing to the past few years of prosperity. During the coming year this should continue, although the present violent

speculation in real estate in which American firms are engaging in the islands may not continue for a long period. Prices are rising rapidly for all classes of goods and labour, and considerable expansion of the import trade is looked for in the near future.

Canadian exporters in their contact with the British West Indies should bear in mind that slow deliveries mean long financing, and heavy anticipatory stocking, which are drawbacks to their trade, and should do everything in their power to assist importers in mitigating or overcoming these handicaps.

THE UNITED STATES CROP

TRADE COMMISSIONER FREDERIC HUDD

New York City, September 10, 1925.—The Crop Reporting Board of the United States Department of Agriculture reports that as of September 1 a smaller production of corn and a larger yield of spring wheat is indicated than in the forecast based on conditions as of August 1. The corn yield is estimated at 2,885,000,000 bushels, a decrease of 65,000,000 bushels as compared with the August report, and spring wheat at 284,000,000 bushels, an increase of 21,000,000 bushels. The Board reports that the corn crop deteriorated in certain areas in August on account of dry weather, but that it is still 449,000,000 bushels above last year's crop. The estimated yield of spring wheat is 1,000,000 bushels more than last year's harvest, but adding the winter's wheat a total yield of 700,000,000 bushels is indicated as compared with 873,000,000 bushels produced last year and a five-year average of 837,000,000 bushels.

The September 1 forecasts for crops other than wheat and corn were:—

	September, 1925 Bushels	August, 1925 Bushels	December, 1924 Bushels
Barley	222,000,000	214,000,000	187,875,000
Oats	1,462,000,000	1,387,000,000	.....
Buckwheat	16,000,000	16,400,000	15,956,000
Rye	52,000,000	52,000,000	63,446,000
Flaxseed	23,000,000	23,500,000	30,173,000
Rice	35,300,000	36,200,000	33,956,000
Hay	93,600,000	91,000,000	112,450,000
Beans	17,600,000	17,500,000	13,327,000
Peanuts	608,000,000	623,000,000	616,200,000
Apples	162,000,000	161,000,000	179,443,000
Peaches	47,700,000	47,400,000	51,679,000
Pears	18,000,000	17,700,000	17,961,000
Grapes (tons)	2,150,000	2,220,000	1,777,000
White potatoes	344,000,000	353,000,000	454,784,000
Sweet potatoes	75,600,000	85,300,000	71,861,000
Tobacco (lbs.)	1,247,000,000	1,234,000,000	1,242,623,000
Sorghum syrup (gallons)	26,200,000	28,700,000	27,339,000

On September 1, the United States Crop Reporting Board estimated a cotton crop condition of 56.2 per cent of normal, but at the time of writing the Board announces a probable total production of cotton of 13,740,000 bales, which is a decrease of 250,000 bales as compared with the crop estimates of August 16, the decline being attributed chiefly to drought and high temperatures.

EGYPTIAN MARKET FOR SHOE FINDINGS

Articles used in connection with the manufacture of shoes, such as shoe findings, are imported into Egypt largely from European countries, and are principally supplied by Germany, France, Italy, Great Britain, and Sweden, says the United States Commerce Report. The value of the annual importation of shoe findings into the country are estimated at \$60,000. Of this trade, Germany controls 50 per cent; France, Sweden, and Great Britain, approximately 15 per cent each; and Italy, 5 per cent.

WHEAT AND FLOUR SITUATION IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

[One picul equals 133 pounds and one Haikwan tael (say) 80 cents Canadian currency.]

Shanghai, August 7, 1925.—According to the official detailed returns of imports into China for 1924 which have just been issued, flour importations from Canada in 1924 were 632,649 piculs valued at 2,821,962 Haikwan taels, as compared with 510,060 piculs in 1923 with a value of 299,219 Hk. tls. These figures are somewhat misleading owing to the fact that considerable shipments of Canadian flour, which are made through the ports of Seattle, Portland and Tacoma, are naturally shown as American in the Chinese Maritime Customs, and thus lose their identity.

Flour importations into Manchuria via the port of Dairen showed a large increase, and the large importations through Tientsin for North China continued. Dairen imported in 1924 1,949,565 piculs of flour valued at 8,894,762 Hk. tls. as compared with 865,558 piculs in 1923 of the value of 4,082,327 Hk. tls. Importations into Tientsin totalled 1,352,038 piculs valued at 6,082,287 Hk. tls., a slight decrease over the figures for 1923, which were 1,451,287 piculs valued at 6,780,962 Hk. tls. Imports into Shanghai, the chief port for Central China, last year are given as 637,227 piculs valued at 2,734,893 Hk. tls., a considerable decrease over the figures for 1923. Other more southerly ports such as Foochow and Amoy also show slight decreases over the preceding year, but, on the other hand, Swatow showed an increase.

The total net imports of flour into China in 1924 amounted to 6,704,223 piculs to the value of 30,532,624 Hk. tls., as compared to 6,053,152 piculs in 1923 valued at 28,317,555 Hk. tls. The chief countries of origin showing amount and value for the two years, 1923 and 1924, are shown in the following table:—

Imported from	1923.		1924.	
	Piculs.	Val. Hk. Tls.	Piculs.	Val. Hk. Tls.
Hong Kong..	1,284,865	5,966,980	1,624,952	7,455,538
Korea..	14,380	110,630	71,539	383,534
Japan (including Formosa)..	310,030	1,543,105	152,354	714,534
Canada..	510,060	2,299,219	632,649	2,821,062
United States (including Hawaii)	3,502,656	16,369,259	4,015,120	18,038,598
Australia, New Zealand..	161,544	703,862	132,406	468,952
Total net import..	5,826,540	27,232,948	6,657,162	30,097,693

The writer desires to emphasize the importance of personal contact with the large importers in the main outports of China and the need of strong and aggressive representatives. Agents should be fully supplied with samples and cabled quotations.

There are no Chinese mills of large daily capacity, but there are numerous small establishments of from 100 to 500 barrels daily capacity. The distribution of these mills, with their daily capacity in barrels, is roughly as follows: North China, 16,600; South Manchuria, 8,350; North Manchuria, 14,100; Central China, 45,325; South China, 650. The total daily capacity of these mills is thus 85,025 barrels.

WHEAT

China's importations of wheat continue to show a steady increase. The total imports for 1924 were 5,145,367 piculs valued at 17,689,749 Hk. tls., as compared with 2,595,190 piculs in 1923 valued at 9,096,065 Hk. tls. Of this total, Canada contributed in 1924 2,163,299 piculs valued at 6,961,128 Hk. tls., as compared with 298,037 piculs in 1923 valued at 1,136,758 Hk. tls. Both Canada and Australia showed relative increases over the importations from the United States. The importations from the latter country were to the value of 7,558,016 Hk. tls. in 1924 as compared with 6,935,938 Hk. tls. in 1923.

Shanghai, by reason of its numerous flour mills and the uncertainty of delivery of Chinese wheat from the interior, absorbed in 1924 over 80 per cent of the total importations, the figures being 4,636,222 piculs to the value of 15,926,544 Hk. tls.

Owing to the fact that the larger Chinese mills found it necessary from time to time to import foreign wheat to supply their requirements and in some cases, as in 1924, considerable quantities of foreign flour, a list of the more important mills in the main outports of China has been placed on file at the Department of Trade and Commerce, Ottawa, where it is available for interested Canadian firms (quote file No. 27,633).

Attention is again directed to the necessity of keeping this office supplied with samples, as frequent applications for these are being received from outports. It is characteristic of this market that samples are usually required at short notice.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New German Tariff

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, August 24, 1925.—The Tariff Bill was finally passed on August 12 after a protracted debate in the Reichstag and received the signature of the President on August 17. This new Tariff Law revises the rates of duty in the German Customs Tariff of 1902 and reimposes the duties on agricultural products which have been suspended since the outbreak of the war. The original bill, which was introduced to the Reichstag last May, was reviewed in *Commercial Intelligence Journal* No. 1116 (June 20 last), but the act as finally passed contains a number of amendments to the rates of duty originally proposed.

The new Tariff Law provides for changes in duty affecting about 400 of the 946 headings in the tariff. The general effect has been to increase the duties on certain classes of manufactured goods and to re-establish the system of protective duties on agricultural products. Instead of putting the former rates of duty on agricultural products into effect immediately, the law provides for a schedule of reduced rates of duty on a number of agricultural products which are to apply from the enforcement of the measure until July 31, 1926, after which date the higher rates are to come into force. It is the reimposition of the agricultural duties which has occasioned the greatest amount of opposition to the new law, due to the fear that the duties on foodstuffs would considerably increase the cost of living.

It is important to bear in mind that the rates of duty set forth in the annex to the Tariff Law are "general" tariff rates and are subject to the consideration that lower "conventional" rates may be introduced later as a consequence of commercial treaties which the German Government may conclude with other countries. Such conventional rates would then be applicable to goods from all countries having treaties with Germany entitling their products to most-favoured-nation treatment.

DATES ON WHICH NEW DUTIES BECOME EFFECTIVE

The new Tariff Law is shortly to become effective. A decree has been issued by the Minister of Finance whereby the duties on rye, wheat, barley, oats, malt, cattle, sheep, hogs, flour and other milled products, molasses, and fresh meat will come into force on September 1, the duties on wine on October 16, while the provisions of the law relating to other items will become effective on October 1, the only exceptions being the duties on certain iron compounds.

THE AGRICULTURAL DUTIES

The provisions in the Tariff Law relating to the reimposition of the duties on agricultural products are of the most interest to Canadian trade with Germany. Article 2 of the law cancels a series of proclamations which suspended the duties on a number of foodstuffs owing to war conditions. Article 6 provides for a schedule of reduced rates of duty on certain products, which are to apply up to July 31, 1926, as follows:—

Tariff No.	Articles	Reichsmarks per 100 kg.	Date on which Duties come into force, 1925
1	Rye	3.00	Sept. 1
2	Wheat and spelt	3.50	"
3	Barley	3.00	"
	Feeding barley	1.00	"
4	Oats	3.00	"
5	Buckwheat	3.00	Oct. 1
7	Corn and dari	2.20	"
9	Malt, except burnt and ground malt	6.80	Sept. 1
10	Rice, not polished	2.50	Oct. 1
11	Edible beans	2.00	"
	Peas, lentils	1.50	"
12	Fodder (horse, etc.) beans, lupines, vetches	1.50	"
103	Cattle per live weight	13.00	Sept. 1
104	Sheep, per live weight	13.00	"
106	Hogs, per live weight	14.50	"
ex 108	Meat, excluding bacon and edible entrails of animals (except poultry) fresh:		
	Pork and edible entrails	21.00	"
	Other	24.00	"
109	Hog bacon	14.00	Oct. 1
126	Greases and grease-like fats (hogs lard, goose fat, beef marrow, oleomargarine and other fats similar to lard)	6.00	"
134	Butter, fresh, salted or melted	22.50	"
162	Flour, roasted or baked meal: of grain (except oats), of malt (excepted roasted or baked malt meal), of rice or pulse of oats	8.00 10.00	Sept. 1 "
165	Other milled products: of grain, malted or not, except of oats, of pulse; or rolled rice	8.00 10.00	Sept. 1 "
ex 166	Beechnut oil, peanut oil, poppyseed oil, niger oil, sesame oil and sunflower seed oil	2.00	Oct. 1
ex 176	Molasses	Free	Sept. 1
205	Margarine	20.00	Oct. 1
ex 219	Canned meat	40.00	"
	Canned milk	40.00	"

Note: 1 Reichsmark = \$0.238; 100 kg. = 220.4 lbs.

Since the outbreak of the war practically all of the above products have been imported into Germany free of duty.

CHANGES IN ORIGINAL RATES PROPOSED

An examination of the above table shows a number of changes in the rates of duty originally proposed and reviewed in *Commercial Intelligence Journal* No. 1116. Thus the rate of duty on flour has been finally fixed at 8 reichsmarks instead of 8.50 reichsmarks, while products milled from oats are provided for separately at the rate of 10 reichsmarks. The duties on wheat, rye, and oats are the same as originally proposed, but the duty on barley has been changed from 2 reichsmarks to 3 reichsmarks with the provision of a rate of 1 reichsmark on feeding barley.

The bill which was first introduced proposed to immediately re-enforce the former duty on butter of 30 reichsmarks per 100 kg. The opposition to the reimposition of this duty has resulted in a compromise and up to July 31, 1926, the duty on butter will be 22.50 reichsmarks, after which the former rate of duty will apply.

The most drastic changes as compared with the original bill apply to the duties on meat and live stock. It had first been proposed to impose for the period up to July 31, 1926, a duty of 35 reichsmarks per 100 kg. on fresh or chilled meat, except bacon, and 20 reichsmarks on frozen meat. The Tariff Law as passed imposes for the period in question a duty of 21 reichsmarks on fresh pork and edible entrails and of 24 reichsmarks on other fresh meats, while frozen meat is admitted duty free under certain restrictions. Article 5 of the Tariff Law provides that frozen meat may be admitted duty free up to the volume of present imports, so far as this is possible through communal and co-operative societies and their branches, selling to the consumer at original cost price, or at a moderate profit, and under conditions which prevent a misuse of the privilege. Under the 1902 Tariff the duty on fresh and frozen meat is 45 reichsmarks per 100 kg.

The duty on bacon up to July 31, 1926, is fixed at 14 reichsmarks as compared with 24 reichsmarks as first proposed and 36 reichsmarks before the war. Lard will be dutiable at 6 reichsmarks instead of 8 reichsmarks as first proposed, and after July 31, 1926, the former duty of 12.50 reichsmarks is again to apply. On the other hand, the duty on canned meat is fixed at 40 reichsmarks for the period up to July 31 instead of 20 reichsmarks as proposed in the original bill.

Instead of the proposed former duty on live cattle, sheep, and hogs of 18 reichsmarks per 100 kg. living weight, the law imposes a duty of 13 reichsmarks per 100 kg. living weight on cattle and sheep and 14.50 reichsmarks on hogs, these duties to apply until July 31, 1926. The law also provides that lower conventional rates on cattle, sheep, and hogs than those mentioned may not be introduced.

NEW DUTIES OF INTEREST TO CANADA

Besides the schedule of reduced duties to apply to agricultural products up to July 31, 1926, the new Tariff Law contains an annex giving the amendments to the rates of duty in the Customs Tariff of 1902. This annex is very long, since approximately 400 items of the tariff are affected by the changes in rates of duty. Most of the changes relate to manufactured products. The following table gives a few of the items which are most likely to be of interest to Canadian exporters:—

Tariff No.	Classification	Rate of Duty	
		Present Reichsmarks per 100 kg.	New Reichsmarks per 100 kg.
18	Seeds of red, white or other clover	Free	18.00
19	Grass seeds of all kinds	Free	12.00
ex 47	Apples, pears, quinces—		
	Unpacked:		
	From September 25 to November 25	Free	6.00
	From November 26 to September 24	Free	8.00
	Packed	10.00	15.00
48	Fruit, dried or kiln-dried (cut up and peeled or not):		
	Apples and pears	4.00	4.00
	Apricots and peaches	10.00	10.00
	Plums of all kinds:		
	Loose or in barrels or sacks weighing at least 80 kg. gross	4.00	10.00
	Packed in other ways	15.00	20.00
	Other dried fruit	8.00	8.00
ex 100	Horses, valued at (per head):		
	Up to 1,000 marks each	90.00	500.00
	More than 1,000 marks up to 2,500 marks each	180.00	500.00
	More than 2,500 marks each	360.00	500.00
126	Greases and grease-like fats (hogs lard, goose fat, beef marrow, oleomargarine, etc.)	Free	12.50
135	Cheese:		
	Curds from skimmed milk	Free	6.00
	Table cheese in single packages of 2½ kg. gross weight or less	Free	40.00
	Other cheese	Free	30.00

The above changes in rates of duty are the same as those proposed when the tariff bill was introduced to the Reichstag last May, the only alteration in these items being the provision of a duty of 40 reichsmarks per 100 kg. on cheese packed in single packages of $2\frac{1}{2}$ kg. gross weight or less as compared with a duty of 30 reichsmarks on other kinds of cheese. This provision must be regarded as particularly aimed at ground loaf cheese packed in 5-pound boxes in which a considerable export has been developed from Canada to Germany.

INCREASED DUTIES ON MANUFACTURED GOODS

That part of the annex to the Tariff Law which relates to manufactured goods shows considerable increases in the rates of duty in the case of many items. It is evident that the purpose of the new tariff is to give further protection to German industry to compensate for the abolition of the present system of import prohibitions. The duties on motor cars, which have created the greatest amount of interest abroad, are the same as those originally announced and published in *Commercial Intelligence Journal* No. 1116. For the convenience of Canadian motor car manufacturers it may be of value to reprint the table of the new duties applying to motor cars, as follows:—

German Duties on Motor Cars

	Weighing 2,200 kg. or less Marks per 100 kg.	Weighing from 2,200 to 3,200 kg. Marks per 100 kg.	Weighing more than 3,200 kg. Marks per 100 kg.
Up to July 1, 1926	250	175	150
From July 1, 1926	225	160	135
January 1, 1927	200	130	120
July 1, 1927	150	100	90
January 1, 1928	100	75	70
July 1, 1928	75	40	30

SPECULATION IN PRODUCTS AFFECTED BY NEW DUTIES

The long delay in passing the Tariff Bill and in putting the new duties into effect has resulted in a considerable amount of speculative buying by German firms of products affected by the new duties, such as grain, flour, lard, and evaporated milk. Heavy importations of these products have been taking place with a view to their arrival before the duties become effective. The market will therefore be well supplied with such products for some months after the imposition of the duties. Since the high money rates in Germany render it unprofitable for firms to hold on to supplies for a long period, a fall in prices a short time after the duties are imposed is quite possible in the case of some articles.

CANADIAN EXPORTS TO GERMANY

The following table shows the value of the principal Canadian exports to Germany in the last fiscal year, together with a comparison of present and new rates of duty applying to the products in question:—

Classification	Value of Exports in Fiscal Year ending March 31, 1925	German Rate of Duty Present Reichsmarks per 100 kg.	New Reichsmarks per 100 kg.
Total exports	\$24,234,685	....	....
Flour, of wheat	12,748,162	Free	8.00
Wheat	3,888,680	Free	3.50
Rye	1,073,922	Free	3.00
Nickel, fine	812,487	Free	Free
Asbestos, raw	793,011	Free	Free
Lard	512,295	Free	6.00
Barley	388,514	Free	3.00
Feeding barley .. . . .	....	....	1.00
Powdered milk	316,261	Free	60.00
Canned milk	285,542	Free	40.00
Meats	246,554	Free	Various
Ores, other, n.o.p.	250,352	Free	Free
Automobiles, passenger	261,838	80.00	250.00, 175.00 or 150.00 according to weight
Cheese	240,632	Free	30.00 or 40.00 if in pack- ages of less than 2½ kg.
Sausage casings	185,913	Free	Free
Clover seeds	157,757	Free	18.00
Butter .. . . .	....	Free	22.50
Apples, fresh .. . . .	....	10.00	15.00

New South African Customs Tariff

TRADE COMMISSIONER G. R. STEVENS

III

Among important matters consolidated from previous enactments the following should be noted:—

- (1) Arrangements for free trade with contiguous countries upon a reciprocal basis;
- (2) Rebates and refunds of duty under the following conditions:—
- (a) For the use of His Majesty's forces in the Union of South Africa.
- (b) Re-exports of manufactured goods.
- (c) Duty drawback upon imported raw materials when manufactured in the Union and exported.
- (d) Travellers' samples if exported within twelve months of importation.
- (e) Tourists' effects if exported within six months of importation.
- (f) An allowance of £400 maximum free of duty upon settlers' effects.
- (g) Government requirements ex merchant stocks held in the Union.

VALUATION FOR DUTY PURPOSES

Section 14 enacts:—

For the purpose of assessing the amount of any customs duty and for the purpose of the declaration and oaths which may at any time be required by law or regulation in relation to any question of such duty, the value of such goods for purposes of duty shall be taken to be the domestic value, as hereinbefore defined, plus the extra cost of packing and packages for export, carriage to the port of shipment and all other expenses incidental to placing the goods on board ship ready for exportation to the Union: provided that in no case shall the value for purposes of duty be less than the free on board price of the goods to the importer, including agents' or buying commission in excess of five per cent.

Domestic valuation is defined as in clause 3, of section 14, as follows:—

For the purposes of this section "Domestic value" shall, in respect of goods imported into the Union, be the market price at which at the time of exportation such or similar goods are offered for sale for consumption in the country from which the goods are exported, to all purchasers in the usual wholesale quantities in the ordinary course of trade in the principal markets of such country, including the cost of packages ordinarily used in those markets but not including excise duties payable in that country.

This is a slight modification of the former regulation which called for "similar quantities of similar goods" in the principal markets of the country instead of the above reading. It is a slightly favourable concession from the overseas exporters' point of view.

In cases of difficulty of determining the correct home consumption value, the same regulations as before are incorporated in the new tariff, namely:—

In determining domestic value goods shall not be deemed to be offered for sale in the ordinary course of trade in the principal markets of the country of export within the meaning of this section when—

- (a) they are not sold for use or consumption in that country; or
- (b) a hiring thereof or the right of using the same, but not the right of property therein, is sold or given; or
- (c) any royalty imposed thereon is uncertain; or
- (d) they are usually or exclusively sold by or to agents or by subscription; or
- (e) they are sold under any other unusual or peculiar manner or conditions.

In all such cases the value for purposes of duty shall be determined by the Commissioner of Customs, and subject always to the right of appeal to the minister the value so determined shall be the value upon which duty shall be assessed and levied.

In the event of any question arising as to the correctness of any certificate of domestic value given by the manufacturer or supplier in the country of export, or of any statement of freight charges paid or to be paid, made by the shipper or ship's agent in the country of shipment, a written certificate signed by a person in that country specially designated by the minister, certifying such value or freight charges shall for the purposes of assessing the amount of any duty or any other matters incidental to such purposes, subject always to the right of appeal to the minister, whose decision shall be final, be accepted as conclusive evidence of such value or freight charges, as the case may be.

Percentage of Labour and Material in Goods Claiming Preferential Rebates.
—At least 25 per cent of the labour and material in any article imported under preferential rating must represent the material and labour of the country to which the preferential rebate has been granted.

CHAPTER II—DUMPING LEGISLATION

To the four types of dumping which were subject to legislation under previous enactments a fifth has been added, and these five may be considered seriatim:—

Ordinary Dumping.—This is defined as—

When goods which are of a class or kind produced or manufactured in the Union have been or are being exported to the Union at an export price which is less than the domestic value thereof plus the extra cost of packing and packages for export, carriage to port of shipment and all other expenses incidental to placing the goods on board ship ready for exportation to the Union.

The penalty for such dumping shall be—

The difference between the export price and the domestic value plus the extra cost of packing and packages for export, carriage to port of shipment and all other expenses incidental to placing the goods on board ship ready for exportation to the Union: provided that such difference is greater than five per centum of the export price.

“Export price” for dumping purposes is defined as—

The price free on board at which goods are sold by the exporter to the importer in the Union; “domestic value” as defined in section fourteen (except that in the case of “ordinary” dumping for the word “exportation” shall be substituted the word “purchase”), less any drawback of duty granted by the Government of the exporting country in respect of the goods in question on their exportation.

Exchange dumping is defined as—

When goods which are of a class or kind produced or manufactured in the Union have been or are being exported to the Union at an export price which owing to the depreciated exchange value of the currency of the country in which the goods were produced or manufactured or which they were exported is less than a reasonable price.

Exchange dumping duty shall be “the difference between the export price and a reasonable price.”

“A reasonable price” for dumping purposes is defined as—

The export price of goods of the same class or kind imported into the Union from countries the exchange value of whose currency in relation to Union currency is not depreciated by more than five per centum, and from which such goods of importation are not otherwise liable to any dumping duty in terms of section fifteen.

Freight dumping is defined as—

When goods which are of a class or kind produced or manufactured in the Union have been or are being exported to the Union at a rate of freight lower than the rate prevailing at the date of shipment for those classes of goods usually rated for shipping purposes on the same basis, or at ballast rates of freight or freight free, or that by reason of the granting of rebates, refunds or other allowances, the net amount of freight payable is lower than that prevailing at the date of shipment.

The penalty for this offence is set at

The difference between the net freight rate paid or to be paid and the rate prevailing at the date of shipment for those classes of goods usually rated for shipping purposes on the same basis: provided that such duty shall not apply to goods of which the value for duty purposes, added to the marine insurance and freight charged exceeds ten pounds per ton of 2,240 pounds.

Sales dumping is defined as—

When goods which are of a class or kind produced or manufactured in the Union have been or are being exported to the Union that they are being sold or offered for sale at a port of entry in the Union in the usual and ordinary course of trade for an amount which is less than the domestic value thereof plus the extra cost of packing and packages for export, inland carriage, sea freight, insurance and all charges to that port, including landing and delivery charges and any ordinary customs duty payable.

Sales dumping shall be the difference between the selling price in the Union of South Africa and the domestic value, plus the extra costs of packing and packages for export, inland carriage, sea freight, insurance, and all charges to South African ports, including landing and delivery charges and any ordinary customs duty payable.

Bounty dumping is defined as—

When goods which are of a class or kind produced or manufactured in the Union have been or are being exported to the Union, that a bounty has been or will be granted in respect of such goods in the country in which they are produced or manufactured or from which they were exported by way of a bonus, rebate, subsidy or otherwise whether granted by a Government or other authority or person.

Bounty dumping duty shall be the amount of the bounty granted in the foregoing instance.

Schedule three of the new tariff lists the dumping enactments at present operative, together with the type of dumping and the countries against whom the enactments are operative.

Proclamations in Regard to Dumping Duties

No.	Year	Form of Dumping	Article	Whence
83	1921..	Ordinary	Wheaten Flour	Australia
173	1921..	Ordinary	Wheat	Australia
12	1923..	Ordinary	Cement	Belgium and Denmark
19	1923..	Ordinary	Cement	Norway
44	1923..	Ordinary	Cement	Great Britain
141	1923..	Freight	Cement	Great Britain, Belgium, Denmark, Germany, Holland, Norway and Sweden
3	1924..	Exchange	Asbestos-cement sheets	Belgium and Italy
		Exchange	Cement and super-phosphates	Belgium
21	1924..	Ordinary	Rubber hose	United States
69	1924..	Sales	Rubber hose	United States
70	1924..	Ordinary	Cement	Germany
79	1924..	Ordinary	Cement	Canada
111	1924..	Ordinary	Cement	Mozambique
156	1924..	Ordinary	Butter	Australia
177	1924..	Ordinary	Carbonate of soda	Great Britain
15	1925..	Exchange	Asbestos-cement sheets	Jugo-Slavia
34	1925..	Ordinary	Cement	Sweden
37	1925..	Exchange	Asbestos-cement sheets	France

Belgian Food Regulations

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, August 14, 1925.—Most foods which are permitted to be sold in Canada will not encounter difficulties in Belgium. In fact, no single case of seizure of Canadian food products under the Belgian pure foods or marking regulations has been reported to this office in the last five years. Exporters are, however, advised to have all labels in French, although this is not compulsory, and to describe as clearly as possible on the labels the exact nature of the article. As a general rule the name and address of the manufacturer or his trade mark should appear on containers.

Usually samples are forwarded before orders are secured and the importer, to avoid later misunderstanding, should be asked to see that the goods conform to the regulations of the Belgian Ministry of the Interior, Administration of the Service of Health and Hygiene.

Such regulations as exist and are enforced do not as a rule prevent the goods entering the country, but render them liable to seizure after entry.

[Mr. Bleakney has furnished a summary of the regulations as affecting: "Colouring Matters and Containers," "Saccharine," "Meat," "Preserved Meats," "Fish," "Milk Condensed," "Cheese," "Butter," "Margarine and Edible Greases," "Lard and Comestible Greases," "Comestible Oils," "Flour," "Alimentary Pastes," "Cocoa and Chocolates," "Honey," "Sugar," "Pulps and Vegetable Juices, Jams, Jellies and Syrups." Firms interested in any of these articles are invited to write for further particulars to the Department of Trade and Commerce.]

Norwegian Gold Surcharge

With reference to the notice in *Commercial Intelligence Journal* No. 1122 (August 1, 1925, page 131), information has been received from the Consul General of Norway, Montreal, to the effect that the gold surcharge on customs duties in Norway has been reduced from 60 per cent to 50 per cent. Norwegian customs duties are payable on a gold basis and the surcharge is levied when they are paid in paper currency.

Documentation of Shipments Going to Hungary

The Royal Hungarian Consul General, Montreal, advises the Department of Trade and Commerce that a certificate of origin should be furnished for shipments of goods going from Canada to Hungary. The certificate of origin should be issued by the board of trade of the district and may be in English. There is no special form of the text prescribed, but the certificate must be written in a way that leaves no doubt about the identification of the merchandise in question. Consular authentication of the certificate is not required, but the exporter's own declaration about the origin of the goods would not be considered as sufficient. Consular invoices are not required, but ordinary commercial invoices should be furnished.

LATVIAN SALES OF FLAX

The Latvian Government has now sold for export all its stocks of last year's flax, the last lot sold of about 600 tons clearing the total holdings. According to preliminary reports, the total exports of Latvian flax during the past season reached 22,000 tons. About two-thirds of this season's crop has finished flowering and pulling has already commenced.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Government Trade Commissioner at Auckland, for equipment required by the Public Works Department and the Post and Telegraph Department, Wellington. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Stores Manager, Post and Telegraph Department, and the Secretary, Public Works Supplies and Tenders Committee, Government Buildings, Wellington, in accordance with these specifications.

PUBLIC WORKS DEPARTMENT

No.	Date of closing.	Particulars.
S.M. 242	Dec. 8, 1925.	Waikato Power Scheme, Section 135. Transmission steel supports. 120 poles. 22 light angle towers. 28 heavy angle towers.

POST AND TELEGRAPH DEPARTMENT

Indent.		
6695	Nov. 11, 1925.	3,000 dozen pencils, black, H.B., round. 48 dozen pencils, chalk blue, solid. 1,000 dozen pencils, blue, checking, mammoth hexagon. 100 dozen pencils green checking, mammoth hexagon. 100 pencils, copying, indelible, red.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
SEPTEMBER 14, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 14, 1925. Those for the week ending September 8, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		September 8, 1925	September 14, 1925
Britain £	1.00	\$4.86	\$4.8437
Czecho-Slovakia Crown	1.	.203	.0296
France Fr.	1.	.193	.0470
Italy Lire	1.	.193	.0411
Holland Florin	1.	.402	.4026
Belgium Fr.	1.	.193	.04465
Spain Pes.	1.	.193	.1425
Portugal Esc.	1.	1.03	.0528
Switzerland Fr.	1.	.193	.1932
Germany Reichs Mk.	1.	.238	.2381
Greece Dr.	1.	.193	.0149
Norway Kr.	1.	.268	.2225
Sweden Kr.	1.	.268	.2682
Denmark Kr.	1.	.268	.2522
Japan Yen	1.	.498	.4087
India R.	1.	2s.	.3685
United States \$	1.	\$1.00	1.00
Mexico \$	1.	.498	.4945
Argentina Pes.	1.	.424	.4000
Brazil Mil.	1.	.324	.1330
Roumania Lei	1.	.193	.....
Jamaica £	1.	4.86	4.8687
British Guiana \$	1.	1.	
Barbados \$	1.	1.	
Trinidad \$	1.	1.	
Dominica \$	1.	1.	
St. Kitts \$	1.	1.	.9900—1.0250
Grenada \$	1.	1.	.9887—1.0237
St. Vincent \$	1.	1.	
Tobago \$	1.	1.	
Shanghai, China Tael	1.	.708	.8012
Batavia, Java Guilder	1.	.402	.4025
Peru Pound	1.	4.86½	3.8500
Singapore, Straits Settlements .. \$	1.	.567	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1181. FLOUR AND MILLED PRODUCTS.—A commission agent in Hamburg, Germany, wishes to represent Canadian exporters.

1182. CANNED LOBSTER.—Prominent British merchant house desire sample tins and c.i.f. prices Batavia, Java.

1183. CANNED LOBSTER.—A firm in Hamburg desire to get in touch with Canadian exporters.

1184. CANNED SALMON, FISH, FRUIT, AND SUGAR.—Antwerp firm would like to hear from Canadian exporters of these products desiring an agent in Belgium.

1185. CANNED GOODS.—A London firm of manufacturers' agents and merchants are desirous of securing the representation of Canadian packers.

1186. APPLES.—A firm in Hamburg desire to get in touch with Canadian exporters.

1187. APPLES (CANNED).—Prominent British house in Batavia, Java, desires, with a view to representation, c.i.f. prices and samples, gallon and solid pack.

1188. EVAPORATED APPLES.—Large British merchant house in Batavia, Java, desires c.i.f. prices and samples. Packing must be suitable for keeping in the Tropics.

1189. DRIED AND EVAPORATED FRUITS.—A commission agent in Hamburg desires the representation of Canadian exporters.

1190. DRIED AND EVAPORATED APPLE RINGS.—A firm in Cologne, Germany, wish to represent a Canadian firm which makes a specialty of the export of dried and evaporated apple rings.

1191. BUTTER, CANNED GOODS, AND BISCUITS.—A firm of commission agents in Georgetown, Demerara, would like to act as agents for Canadian exporters.

1192. FOOD PRODUCTS.—Antwerp firm of importers desire to hear from Canadian exporters of foodstuffs, particularly butter and cheese.

1193. BUTTER.—A firm in Hamburg desire to get in touch with Canadian exporters.

1194. MILK.—A firm in Hamburg desire to get in touch with Canadian exporters of condensed and powdered milk.

1195. MILK.—A firm in Prague, Czecho-Slovakia, desire to get in touch with Canadian exporters of condensed and dried milk.

1196. FOODSTUFFS.—A German firm in Dares Salaam, East Africa, desire to secure lowest cash prices from Canadian exporters.

1197. FOOD PRODUCTS AND PROVISIONS.—New York selling firm desire to represent Canadian firms interested in developing export business.

1198. CANNED GOODS.—A firm in Prague, Czecho-Slovakia, desire to get in touch with Canadian exporters of canned fruits and vegetables.

1199. CANNED GOODS.—New York selling firm desire to represent Canadian firms interested in developing export business.

1200. CANNED GOODS.—A firm in Stockholm, Sweden, buying for their own account, desire to get in touch with Canadian exporters.

1201. CANNED GOODS.—A commission agent in Hamburg desires the representation of Canadian exporters.

1202. WHEAT.—A Spanish firm are desirous of forming a connection with Canadian exporters of Manitoba hard wheat. Offerings of 500 to 1,000 tons invited.

1203. GRAIN.—A firm in Hamburg desire to act as agents for Canadian exporters.

1204. GRAIN.—A firm in Frankfurt a. M., Germany, already engaged as broker in the grain market, desire to secure a direct agency for Canadian grain.

Miscellaneous

1205. **FEED BARLEY AND BARLEY MEAL.**—Firm in Northern Ireland desire to get a good connection in Canada for supplies of feed barley and barley meal, as well as all other feeding stuffs.

1206. **GRAIN, LINSEED CAKE, ETC.**—A well-established Antwerp firm, founded in 1906, desire offers of oats, barley, hay, linseed cakes, and feeding stuffs.

1207. **CASEIN.**—A firm in Hamburg desire to get in touch with Canadian exporters.

1208. **FISH MEAL.**—A firm in Hamburg desire to act as agents for Canadian exporters.

1209. **SEEDS.**—A firm in Hamburg desire to act as agents for Canadian exporters of grass and clover seeds.

1210. **OILCAKE, OIL MILL OFFALS, AND CHEMICALS.**—A firm in Copenhagen, Denmark, wish to be placed in touch with Canadian shippers of oilcake and oil mill offals, sulphate of copper, manganese sulphate, and sulphate of iron (copperas).

1211. **CRUDE DRUGS, OILS, AND FATS.**—A drug and chemical importer in Hamburg desires to form connections with Canadian exporters.

1212. **DRUGGISTS' SUPPLIES.**—Belgian firm wish to open up relations with Canadian exporters of druggists' supplies, herbs, medicinal barks, pharmaceutical products, etc.

1213. **SOAP.**—Commission house in Shanghai wish to be placed in touch with Canadian soap manufacturers, chiefly toilet and perfumed soaps. Samples and quotations c.i.f. China ports requested.

1214. **CHEMICALS.**—New York selling firm desire to represent Canadian firms interested in developing export business.

1215. **COBALT CONCENTRATES.**—An important firm in Hamburg desire to get in touch with Canadian exporters.

1216. **METALS AND ORES.**—A firm in Hamburg desire to act as agents for Canadian exporters of metals, residues, metal ashes, and ores.

1217. **PRINTING OR BOOK SHEET.**—A Semarang, Java, firm are desirous of hearing from Canadian exporters of the above. Sizes, 43 by 69 cm.; weights, 8½, 10 and 12 kilos. Colour: (a) white with wood or fibre as per sample on file, and (b) wood or fibre free. C.i.f. prices Semarang, Java, for orders of 100 tons desired.

1218. **COBBLERS' HEMP TWINE.**—Importer in Batavia, Java, desires to obtain above in balls of 35 grammes, 20 balls to a paper parcel, 100 paper packets to a case, 30 or 40 cases at a time. Competitive price 4s. 3d. per kg., less 5 per cent commission.

1219. **HOSIERY.**—A firm in Stockholm buying for their own account desire to get in touch with Canadian exporters.

1220. **CLOTHING.**—A German firm in Dares Salaam, East Africa, desire to secure lowest cash prices from Canadian exporters.

1221. **KNITTED GOODS.**—A German firm in Dares Salaam desire to secure lowest cash prices from Canadian exporters.

1222. **TOQUES.**—Woolen and cotton mixture, infants' sizes. Competitive price c.i.f. Semarang, Java, 80 cents (Canadian) per dozen. Sample on file.

1223. **TOQUES.**—Infants' knitted toques wanted by importers in Java. Competitive price c.i.f. Batavia, Java, \$1 a dozen. Offers wanted in all colours.

1224. **WEBBING WAIST BELTS** with leather pouch pockets and buckle, size 3 inches, desired by prominent import house in Semarang. Competitive price c.i.f. Semarang, Java, \$8 (Canadian) per dozen, packed in individual cartons.

1225. **HIDES AND SKINS.**—Important Antwerp firm of importers desire to receive offers from Canadian exporters.

1226. **SHOES.**—Importer in Batavia, Java, desires samples of men's, women's, and children's French-style shoes of cheap quality, with c.i.f. prices Batavia.

1227. **WASTE RUBBER.**—A Malines (Belgian) firm of rubber manufacturers desire to purchase waste rubber of all kinds, old inner tubes, surgical gloves, bathing bonnets, balloons, etc.

1228. **WOODEN HEELS FOR LADIES' SHOES, FRENCH AND ENGLISH STYLES.**—French models for Java in sizes Nos. 34, 35, 36, 37, 38, 39 and 40. A standard assorted order for French model is 10 dozen (size 34), 15 dozen (size 35), 20 dozen (size 36), 20 dozen (size 37), 20 dozen (size 38), 10 dozen (size 39), 5 dozen (size 40). The price per dozen c.i.f. Semarang on whole order is 70 cents (Canadian) per dozen. The assorted standard order for English style is: 20 dozen (size 35), 30 dozen (size 36), 20 dozen (size 37), 10 dozen (size 38), 10 dozen (size 39), 10 dozen (size 40). The c.i.f. price per dozen of English style is 20 cents (Canadian) per dozen. English style in paper packets; French in cartons. Both packed in cases of 100 dozen. Sample of French style heel on file.

1229. **DOUGLAS FIR PLYWOOD.**—A large firm of timber importers in Rotterdam would like to get in touch with Canadian producers.

1230. **PLAYER PIANOS.**—A large and important firm of musical instrument dealers in Mexico City are interested in obtaining player pianos which could be purchased at a price of \$175 to \$200 f.o.b. Canadian ports.

1231. PHONOGRAPHIC RECORDS.—A large firm of musical instrument dealers in Mexico City are interested in hearing from Canadian manufacturers. Full details with catalogue and price lists required with first letter.

1232. ALUMINIUM LATEX CUPS.—Importer in Bandoeng, Java, desires offers, similar to sample on file at the department, of latex cups, two styles. The flat type, \$21 (gold) per 1,000 c.i.f. Batavia; pointed and rimmed, £4 10s. per 1,000 c.i.f. Batavia. Packed in cases of 10,000. Purchases lots of half a million.

1233. HOB NAILS FOR BOOTS.—Importer in Batavia, Java, wants 6 quarters and 8 quarters sizes. C.i.f. prices desired for casks of 59 kilos net weight.

1234. WIRE NETTING.—Large Dutch house in Semarang, Java, desire to hear from factory that can deliver wire netting $\frac{1}{2}$ -inch, Birmingham gauge 22, following heights and c.i.f. prices in rolls of 25 yards: 1 metre at \$3.20, 1.20 metre at \$3.84, 1.50 metre at \$4.80, 1.80 metre at \$5.60 (Canadian funds quoted).

1235. JAVA AXES.—Leading Dutch import house in Batavia, Java, desires c.i.f. prices. Sample on file. Competitive c.i.f. price about 30 cents (Canadian).

1236. AGRICULTURAL IMPLEMENTS.—A German firm in Dares Salaam, East Africa, desire to secure lowest cash prices from Canadian exporters.

1237. BUILDERS' SUPPLIES.—New York selling firm desire to represent Canadian firms interested in developing export business.

1238. RAILWAY MATERIALS.—A German firm in Dares Salaam, East Africa, desire to secure lowest cash prices from Canadian exporters.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ausonia, Sept. 26; Alaunia, Oct. 3; Ascania, Oct. 10; Antonia, Oct. 17—all Cunard Line.

To LIVERPOOL.—Regina, Sept. 26; Canada, Oct. 3; Doric, Oct. 10; Megantic, Oct. 17—all White Star-Dominion; Alaunia, Oct. 3; Aurania, Oct. 16—both Anchor-Donaldson; Montclare, Canadian Pacific, Sept. 25; Moveria, Sept. 25; Gracia, Oct. 9—both Cunard Line.

To LONDON.—Batsford, Sept. 26; Bothwell, Oct. 3—both Canadian Pacific; Ariano, Furness, Withy, Sept. 26; Canadian Aviator, Sept. 22; Canadian Trapper, Oct. 2; Canadian Hunter, Oct. 12; Canadian Raider, Oct. 22—all C.G.M.M.

To AVONMOUTH.—Welshman, Sept. 26; Colonian, Oct. 10; Oxonian, Oct. 17—all White Star-Dominion; Parthenia, Oct. 3; Kastalia, Oct. 24—both Anchor-Donaldson.

To HULL.—Ariano, Furness, Withy, Sept. 26.

To SOUTHAMPTON.—Minnedosa, Sept. 23 and Oct. 21; Melita, Oct. 7—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairnmona, Sept. 25; Cairnvalona, Oct. 2—both Thomson Line.

To MANCHESTER.—Manchester Regiment, Sept. 24; Manchester Division, Oct. 1—both Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Commander, Sept. 25; Canadian Mariner, Oct. 9; Canadian Victor, Oct. 23—all C.G.M.M.

To GLASGOW.—Letitia, Sept. 25; Saturnia, Oct. 2; Athenia, Oct. 9—all Anchor-Donaldson; Marburn, Sept. 24; Metagama, Oct. 8—both Canadian Pacific.

To BELFAST AND DUBLIN.—Fanad Head, Head Line, Oct. 14.

To COPENHAGEN AND BALTIC PORTS.—Frode, Scandinavian-American, Oct. 2.

To NORWEGIAN PORTS.—Drammensfjord, Norwegian-American, Oct. 20.

To ANTWERP.—Canadian Aviator, Sept. 22; Canadian Trapper, Oct. 2; Canadian Hunter, Oct. 12; Canadian Raider, Oct. 22—all C.G.M.M.; Minnedosa, Sept. 23 and Oct. 21; Melita, Oct. 7—both Canadian Pacific.

To ROTTERDAM.—Samnanger, Sept. 26; Brant County, Oct. 9—both Intercontinental Transports.

To HAVRE.—Welland County, Oct. 3; Grey County, Oct. 10—both Intercontinental Transports.

To HAMBURG.—Essex County, Intercontinental Transports, Oct. 5.

To ITALIAN PORTS.—Vallescura, Lloyd Mediterraneo Italian Service, Sept. 22.

To AUSTRALIAN PORTS.—Canadian Challenger, C.G.M.M., Sept. 30.

To NEW ZEALAND PORTS.—Canadian Constructor, C.G.M.M., Sept. 25.

To SOUTH AFRICAN PORTS.—Calgary, Elder Dempster, Oct. 20.

To ST. JOHN'S, Nfld.—Hillbrook, Murray Transports, Sept. 30; Canadian Sapper, C.G.M.M., Sept. 25 and Oct. 16.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS., Sept. 30.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Sept. 22; Canadian Volunteer, Oct. 6; Canadian Carrier, Oct. 20—all C.G.M.M.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Canadian Pacific, Oct. 17.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA), BELIZE AND BRITISH HONDURAS.—Canadian Forester, Sept. 30; Canadian Fisher, Oct. 21—both C.G.M.M.

From Quebec

To LIVERPOOL.—Regina, Sept. 26; Canada, Oct. 3; Doric, Oct. 10; Megantic, Oct. 17—all White Star-Dominion; Montnairn, Oct. 2; Montroyal, Oct. 9—both Canadian Pacific.

To SOUTHAMPTON.—Empress of Scotland, Sept. 30; Empress of France, Oct. 14—both Canadian Pacific.

To AVONMOUTH.—Welshman, Sept. 26; Colonial, Oct. 10; Oxonian, Oct. 17—all White Star-Dominion.

To HAMBURG.—Empress of France, Canadian Pacific, Oct. 14.

From Halifax

To LIVERPOOL.—Newfoundland, Sept. 26; Bay State, Oct. 1—both Furness, Withy.

To MANCHESTER.—Manchester Regiment, Sept. 28; Manchester Citizen, Oct. 5—both Furness, Withy.

To LONDON.—Ariano, Sept. 28; Incemore, Oct. 3—both Furness, Withy.

To HULL.—Ariano, Furness, Withy, Sept. 28.

To ST. JOHN'S, Nfld.—Newfoundland, Furness, Withy, Sept. 26; Rosalind, Sept. 22 and Oct. 6; Silvia, Sept. 29 and Oct. 13—both Red Cross Line; Sable I., Farquhar SS., Sept. 25 and Oct. 9.

To NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, Oct. 3 and Oct. 17; Fernfield, Oct. 2 and 16—both Farquhar SS.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chignecto, Sept. 25; Teviot, Oct. 9—both R.M.S.P. Co.

From Vancouver

To JAPANESE PORTS.—Kaikyū Maru, early October; Kaisha Maru, late October—both Canadian-American Shipping Co.

To YOKOHAMA, KOBE AND DAIREN.—Asuka Maru, Nippon Yusen Kaisha, Oct. 2.

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Oct. 1; Menelaus, Oct. 22—both Blue Funnel; Kaga Maru, Nippon Yusen Kaisha, Oct. 1.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Oct. 1; Empress of Russia, Oct. 15—both Canadian Pacific.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Sept. 23; Niagara, Oct. 21—both Canadian-Australasian Royal Mail Line.

To NEW ZEALAND PORTS AND MELBOURNE.—West Cahokia, Sept. 28; West Islip, Oct. 22—both Pacific-Australian Line.

To LONDON.—Loch Monar, late September; Eemdyk, early October—both R.M.S.P. Co.; Kazembe, Ellerman Bucknall, Sept. 22; a steamer, Isthmian Line, late Sept.-early Oct.; Canadian Miller, C.G.M.M., Oct. 3.

To LIVERPOOL.—Loch Monar, R.M.S.P. Co., late Sept.; a steamer, Isthmian Line, late Sept.-early Oct.

To AVONMOUTH.—A steamer, Isthmian Line, late Sept.-early Oct.

To MANCHESTER.—Pacific Shipper, Manchester Liners, Oct. 1.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Highlander, Sept. 25; Canadian Transporter, Oct. 24—both C.G.M.M.

To HULL.—Kazembe, Ellerman Bucknall, Sept. 22.

To BORDEAUX, HAVRE AND ANTWERP.—Alaska, Oct. 5; Texas, Oct. 15—both Cie. Gle. Transatlantique (French Line).

To ANTWERP.—Loch Monar, late September; Eemdyk, early October—both R.M.S.P. Co.; Raimund, late Sept.; Osiris, early Oct.—both United American Line; Canadian Miller, C.G.M.M., Oct. 3.

To ROTTERDAM.—Loch Monar, late September; Eemdyk, early October—both R.M.S.P. Co.

To HAMBURG.—Eemdyk, R.M.S.P. Co., early October; Kazembe, Ellerman Bucknall, Sept. 22; Raimund, late September; Osiris, early October—both United American Lines.

To BARCELONA, GENOA, LEGHORN, NAPLES AND TRIESTE.—Piave, Navigazione Libera Triestina, Sept.-Oct.

To WEST INDIES AND EAST COAST OF SOUTH AFRICA.—West Notus, Pacific-Argentine-Brazil Line, early October.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreements (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cornack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 500. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

F. H. Palmer, Zuidblaak 28, Rotterdam. *Cable Address, Watermill.*

India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

Irish Free State

A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

W. McL. Clarke, Via Manzoni 5, Milan 2. *Cable Address, Canadian.*

Japan

A. E. Bryan. Address for letters, P.O. Box 230; office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P. O. Box 683; Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands). *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENT

Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

SPECIAL CANADIAN REPRESENTATIVES

United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Canadian Building, Trafalgar Square, London, S.W.1, England.

France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce of Canada

Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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Ottawa, September 26, 1925

No. 1130

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THE EXTERNAL TRADE OF SOUTH AFRICA DURING 1924

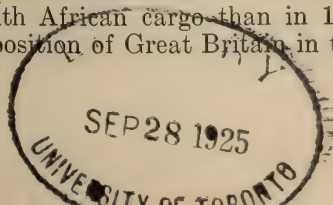
TRADE COMMISSIONER G. R. STEVENS

[Subjoined is the first part of an exhaustive report by Mr. Stevens on the External Trade of South Africa, in which special reference is made to Canadian opportunities in that country. Further instalments will be published in succeeding issues.]

Cape Town, July 31, 1925.—The annual statement of the Trade and Shipping of the Union of South Africa, the Rhodesias, and the mandated territory of Southwest Africa, has just been published. A new and more comprehensive system of classification has been introduced which parallels the classification of the revised customs tariff. The increased differentiation of items improves the statement as a reference.

SHIPPING

An increase of tonnage landed and a decrease of tonnage shipped summarizes the shipping position during 1924. There was little variation from previous years in the number of ships entered, although British entries showed a small decrease, with a correspondingly small increase in the number of foreign entries. German and Dutch shipping improved somewhat in outward cargoes, but otherwise all nations carried less South African cargo than in 1923. The detailed statistics show the preponderant position of Great Britain in the supply of South Africa:—



	Cargo Landed		Cargo Shipped	
	1924	1923	1924	1923
British	1,778,660	1,471,181	3,194,192	3,413,843
Foreign	589,658	514,926	731,367	908,452
Total tons	2,368,318	1,986,107	3,925,559	4,322,295

The chief reasons for the decline of outgoing tonnage lay in the failure of the maize crop, and a slight slackening in the demand for South African bunker coal.

IMPORTS AND EXPORTS

The total trade of South Africa for 1924 amounted to £146,132,522, of which imports accounted for £65,894,781, and exports for £80,237,741, leaving a favourable trade balance of £14,342,960. If allowances are made for insurance and freight charges and gold premium, this balance is decreased by £1,061,156. The trade balance compares unfavourably with that of 1923, which amounted to £20,721,084, but it is quite satisfactory in comparison with balances achieved over a period of years. The constituents of the trade balance for 1923 and 1924 were as follows:—

	1924	1923
Exports	£80,237,741	£78,557,845
Imports	65,894,781	57,836,761
Favourable balance	£14,342,960	£20,721,084

This markedly favourable balance is to some extent fictitious because of the preponderant part that gold and diamond monopoly plays in the exports of the Union. Such industries are largely owned abroad, and South Africa is not paid in full for these exports. No precise balance has ever been struck in which South Africa's visible and invisible imports and exports were shown, but during the recent investigation, prior to returning to the gold standard, Government statisticians submitted a table for 1923, which showed invisible imports to the amount of £25,739,000, against which invisible exports only totalled £3,672,000. If 1924 figures are approximately the same, the favourable trade balance is converted into an adverse balance of several millions sterling.

EXPORTS

The geographical distribution of South Africa's exports for the two years is as follows:—

Destination	1924		1923		Increase or Decrease
	Amount	Percentage	Amount	Percentage	
Great Britain	£47,129,644	62.1	£57,020,655	79.3	— £ 9,891,011
India	14,510,548	19.1	1,918,785	2.7	+ 12,591,753
Germany	2,953,400	3.9	2,592,299	3.6	+ 361,101
France	2,866,570	3.8	2,652,939	3.7	+ 113,531
Belgium	1,646,392	2.2	1,803,739	1.8	+ 332,553
Holland	1,576,262	2.0	1,867,671	2.6	— 291,409
United States	1,215,191	1.6	1,906,018	2.7	— 690,827
20 other nations	2,580,324	3.4	2,633,651	3.7	— 53,327
Total.. .. .	£75,865,282		£71,895,757		+ £ 3,969,525

Statistics only cover exports to overseas destinations.

Gold, diamonds, and wool comprise 80 per cent of the exports of South Africa and upon these three products the prosperity of South Africa is based. During 1924 small increases in the volume of gold and wool exported were recorded and an equally slight decrease in the caratage of diamonds. The returns of these exports paralleled the volumes, being slightly up in the case of wool and gold and a little lower in the case of diamonds.

GOLD

The total value of gold production for 1924, at an average price of £4.24773 per fine ounce, amounted to £40,672,447, as against £38,862,794 in 1923. The total premium obtained upon export gold amounted to £4,067,190 in 1924 as compared with £2,712,151 in 1923, this reduction reflecting the stabilization of the world's finances in the increased demand for gold. From a trading point of view the principal feature of the year was the large increase in direct shipments of gold from South Africa to India. Much of South Africa's gold has always found its way to India via Great Britain: improved shipping arrangements have cheapened the costs of transportation and made direct shipments feasible. In 1923 less than 4 per cent of South Africa's gold was shipped direct to India; in 1924, one-third of the total output went from Durban direct. The fact that the United States is the ultimate purchaser of a large share of the remaining bullion has raised the question of direct shipments to America as well. It seems unlikely that such a project will be developed at the present.

WOOL

Wool prices were excellent throughout 1924 and continued to improve until the sensational break early in 1925. The value rose from £12,388,186 in 1923 to £15,763,953 in 1924, and the volume from 164,487,578 pounds to 174,595,153 pounds. The prices during 1924 averaged 1s. 8½d. per pound for grease wool and 3s. 7d. for scoured, increases of approximately 15 per cent and 20 per cent respectively. Great Britain purchased slightly over half the entire clip and the remainder went to the Continent, a heavy decrease in American purchases being noticed. Canada is not credited with any wool purchases during 1924.

DIAMONDS

In comparison with the former year, a slight improvement was noted in the demand for diamonds. The average price per carat rose from £2 18s. to £3 4s. 10d. The much-advertised increases in production of alluvial diamonds in other parts of the world, notably in British Guiana and Angola, have in no degree affected the ability of the South African monopoly to control prices. Nor has the presence of two marketing syndicates instead of one materially affected the returns of this industry. Some 90 per cent of South African diamonds continues to be marketed in London, with small parcels going direct to Holland and Belgium. There has been a small expansion in the marketing of South African cut stones, which may flourish under Government benevolence, but there is no reason to foresee any particular increase in such industry in the near future.

HIDES AND SKINS

There was practically no alteration in the volume of hides exported, but very much better prices were obtained upon the majority of skins. All exports totalled 10,074,625 skins as against 10,113,625 in 1923. These exports realized £3,159,112 in 1924 as against £2,457,504 in 1923, an improvement in price of 26 per cent. The average return from all classes of hides was 1s. 3d. per pound. There was a considerable increase in the number of cowhides exported and a corresponding decrease in goat skins, which in some degree explains the higher returns. Sheepskins were about the same as in 1923.

Great Britain remained the principal market for hides and skins, and the United States continued to purchase considerable quantities. Italy and France also came into the market to some extent.

COAL

Cargo coal showed a slight improvement in 1924 over the previous year: 1,921,977 tons of a value of £1,211,580 were shipped, as compared with 1,903,717

valued at £1,190,688 in 1923. A shifting of markets has occurred through the recovery of the Indian coal trade and last year's shipments were almost entirely for East Coast ports or for the Malay States. There was little alteration in the bunkering trade, approximately the same amount of coal being bunkered as sold in cargo.

MOHAIR

Mohair prices were up by 32.1 per cent in 1924 over 1923, and although the export was over a million pounds less the return was £194,129 greater.

During the year the export of stud sheep to the United States took place for the first time and was strongly criticized as diminishing the virtual monopoly on certain types of mohair which South Africa enjoys.

OSTRICH FEATHERS

The promised improvement in the market for ostrich feathers did not materialize in 1924, when the quantities shipped and the returns therefrom were almost precisely the same as in 1923. It is anticipated, however, that an extended market will develop during 1925 owing to the present vogue of these feathers. The South African Government is making extensive advertising efforts to establish some permanence in the demand, which fluctuates with the vagaries of fashion to the detriment of the South African producers.

EXPORTS TO CANADA

The trade of South Africa with Canada has never been more than negligible, and fell from £27,039 in 1923 to £9,651 in 1924. This adverse trade balance militates against the extension of Canadian imports, and it is difficult to see how any particular increase in Canadian buying can be expected at the moment.

The majority of South Africa's exports are not in particular demand in Canada, or are necessarily marketed in a single world market, or are under a great handicap in competition with nearer and better developed producers. If any exceptions to this unfortunate condition exist, they are the items of dried and citrus fruits. In such products South Africa is rapidly coming into the position where she can compete with the world, and with Canadian assistance she should be able to obtain a fair share of the valuable Canadian trade.

South African Imports

The share and percentage of South Africa's import trade held by the principal trading nations may be tabulated as follows:—

	1924		1923		Actual increase or decrease
	Amount	Percentage	Amount	Percentage	
Great Britain	£29,225,891	49.0	£28,411,189	51.1	£ 814,702
United States	8,785,503	14.7	7,011,116	12.8	1,774,387
Germany	3,208,967	5.4	2,716,704	4.9	492,263
Canada	2,113,397	3.6	1,824,124	3.3	313,126
India	2,113,397	3.6	2,308,487	4.1	Dec. 195,090
Australia	1,929,319	3.3	1,734,198	3.2	195,121
Sweden	1,255,359	2.1	1,114,729	2.1	140,630
France	1,143,201	2.0	921,790	1.7	221,230
Brazil	970,822	1.6	741,636	1.4	229,186
Belgium	907,708	1.5	873,277	1.6	34,431
Holland	793,378	1.3	551,112	1.0	224,266
Switzerland	619,726	1.0	551,227	1.0	68,499
90 other nations	4,973,032	8.6	4,421,421	8.3	551,611
Total overseas imports .. .	£58,063,553		£53,281,000		Inc. £4,782,132

These figures do not include the following classes of import, which when added make up the grand total:—

Government stores	£ 6,194,515	£ 3,270,050
Specie	79,264	22,321
South African produce	1,401,864	1,116,728
Re-exports	153,585	146,662
Grand total	£65,894,781	£57,836,761

The distribution of imports under commodity headings show the following relative changes in comparison with 1923:—

Class.	1924 Amount.	1923 Amount.	Actual Increase or Decrease.
Animal—Agricultural and pastoral products (other than foodstuffs)	£ 166,288	£ 168,309	— £ 2,201
Foodstuffs	7,099,155	6,336,793	+ 762,362
Liquors and beverages	595,252	457,254	+ 37,998
Tobacco and products	76,329	74,630	+ 1,699
Textiles and products	17,304,445	16,627,611	+ 676,834
Metal products (including vehicles)	16,038,833	13,933,299	+ 2,105,534
Earthenware and glassware	1,054,712	954,122	+ 100,590
Oils, paints, varnishes	3,368,654	3,092,226	+ 276,428
Drugs and chemicals	2,352,997	2,208,123	+ 144,874
Leather and rubber products	2,270,489	2,479,952	+ 209,463
Wood and wood products	2,446,759	2,431,861	+ 14,892
Paper and paper products	1,895,213	1,918,828	— 23,615
Jewellery and fancy goods (including musical instruments)	1,472,264	1,357,205	— 115,059
Articles for use in industries	543,090	58,201	— 484,889
Miscellaneous	1,378,975	1,293,249	— 85,626
Total	£58,063,555	£53,281,000	+ £4,782,132

SOURCES OF SUPPLY

No marked change in South Africa's purchasing has occurred in the past year. Great Britain has lost slightly to the United States in actual increase, percentage of increase, and in total percentage of trade. The principal American gains, however, have been in classes of commodities in which Great Britain does not compete rigorously, such as motor cars, lubricating oils, motor spirits, agricultural and electrical machinery. Yet there is no doubt that the United States are consolidating their position in this field and will hold more of their war-gotten trade than was believed to be possible a few years ago. Granted slight gains over the entire range of imports, it is probable that in time the United States will supply approximately 20 per cent of South Africa's requirements.

From a superficial point of view the failure of Continental Europe to show greater gains is surprising, particularly in view of the activity of Continental traders in this market and the supposedly advantageous position which they fill. Germany's gain is well distributed and will probably be continued for a few years; yet while a certain amount of former British and American business is going to Germany on price, difficulties of delivery and finance are restricting that nation to a large degree. It is noteworthy that an order for steel pipe totalling a half million sterling has been placed by the Cape Town Municipality in Germany, yet the lowest tender (which was accepted) was only about £7,000 below the landed costs of the two lowest British tenders; in addition, one of the largest firms in Germany tendered far above several British firms. France, Italy, and Belgium have all increased their South African business in a small ratio, but there is no evidence to show them to be serious contenders in staple imports at present.

South African imports from British Dominions fairly held their ground. Australia showed no progress and India chronicled a loss owing to the failure in

jute. Canada's gain of roughly 8 per cent is attributable to increased imports of Canadian motor cars, little progress being registered in other classes.

By classes of commodities, Great Britain supplies 85 per cent of South Africa's stationery, 80 per cent of her leather, 80 per cent of her imports of beverages, 73 per cent of her pottery, 71 per cent of all textile products, 64 per cent of all metal and metal manufactures, 60 per cent of all drugs and chemicals imported, 55 per cent of all articles for industrial purposes, 52 per cent of all machinery, and 63 per cent of unclassified articles.

The United States leads in the supply of oils, paints and varnishes, and motor cars, and is the chief competitor of Great Britain in metal and textile products, machinery and motor vehicles, leather and rubber goods, and unclassified items.

Germany is second only to the United Kingdom in the supply of pottery and glassware, jewellery, fancy goods, and musical instruments; follows Great Britain and the United States in the supply of metal manufactures, machinery and vehicles, and in miscellaneous articles; is sixth in textiles, being exceeded by both France and Japan; and is fourth to Great Britain, Canada, and Sweden in the supply of paper and its products.

Canada is pre-eminent in no class, but is a close competitor of Great Britain in paper and its products; yields to Australia, Brazil, India, and Ceylon in the supply of foodstuffs; is fourth in the supply of metal and metal manufactures; follows Great Britain and the United States in rubber and leather goods; and is placed after Sweden, United States, and Finland in the supply of lumber and wood products.

Australia is the first supplier of foodstuffs to the Union of South Africa, her only other trade of value being in lumber.

India is second to the United Kingdom in the supply of textile products, due to her large coarse calico and jute trades. She follows the United States and the Dutch East Indies as a source of oils and is second only to Australia as a supplier of foodstuffs, rice and tea being almost her entire trade. She also figures as one of the smaller suppliers of wood and wood products, being placed sixth.

Sweden's trade is confined to wood and wood products, of which she is the principal supplier, and paper, in which she ranks after Great Britain and Canada. She has a small but growing metal business, particularly in iron castings and tool steel.

France appears as the third supplier of textile products after Great Britain and the United States; is fourth in drugs and chemicals (being surpassed by Great Britain, Chile, and the United States); is fifth in the supply of fancy goods, jewellery, and musical instruments, yielding place to Great Britain, Germany, Switzerland, and the United States.

Belgium sells a certain amount of textile products, chiefly cheap goods for the native trade; a fair range of leather goods, semi-manufactured iron and steel, and a considerable amount of earthenware and glassware.

Holland's chief exports to the Union are foodstuffs consisting of cheese and other dairy products, a certain amount of manufactured tobacco, and a limited amount of cheap paper, together with Dutch stationery and books.

Switzerland appears as a competitor in textiles, in which she is the fifth supplier; also in leather and rubber manufactures and in fancy goods.

Of the other trading nations, Japan has a slowly dwindling business which is best sustained in cheap textile products for the native trade and in fancy goods. The Dutch East Indies supply varying quantities of oils and motor spirits. Brazil sells coffee to the value of almost a million sterling each year, and Ceylon approximately a half million sterling of tea. Argentina has a very

well developed trade in meat products; Cuba is the chief foreign supplier of tobacco; Chile is the source of very considerable fertilizer imports; and Czechoslovakia has a growing business in fancy goods and musical instruments, with slowly increasing imports of haberdashery.

From a South African point of view, the most unsatisfactory feature of the trade returns is the mounting imports of foodstuffs in this an agricultural country. The largely increased imports of food products are not balanced by increased exports of agricultural products—as a matter of fact, the last two years have shown decreasing exports. While this is in some degree accounted for by the failure of the maize crop, yet decreases in the exports of dried fruit and of fresh fruits and wines have been counterbalanced by very small increases in the exports of maize meal, eggs, and preserved fruits. The sole satisfactory item among agricultural exports is that of fresh and frozen meat, for which a nice demand seems to be developing in the cheap markets of South Europe. On the other hand, imports of wheat, preserved fish, butter, preserved meats, vegetables, oil, and syrups are steadily increasing. To counterbalance these increases, the domestic suppliers would appear to be gaining the trade in flour, cheese, sugar, and particularly in condensed milk.

BUTTER IMPORT TRADE OF THE WEST OF ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, September 9, 1925.—Bristol is a pioneer in the Canadian butter trade. After London it ranks as one of the most important distributing centres in the United Kingdom. Birmingham to the north, Cornwall in the west, and a large part of South Wales all receive supplies through Avonmouth. A conservative figure places Bristol as probably the butter distributing centre of a population of over 4,500,000 consumers.

Records of fifty years ago show Bristol was even then a centre of distribution, and to-day Montreal exporters find this one of the most lucrative markets for butter supplies.

HIGH QUALITY CANADIAN BUTTER

The imports of Canadian butter are purely seasonal and extend only from June to September, with August representing about 50 per cent of the total figures. This 1925 season has been an excellent one both in quality and quantity, and the two factors are certainly related. Prominent importers state they are most satisfied with this year's quality and state the grading is even better than last year. Increasing quantities of Western Canada butter are coming here, and this new source of supply amply upholds the high reputation it has won in the trade. With one notable exception, Western Canada butter is being handled through well-known export houses in Montreal who have old-established connections in the West of England. Representatives of these Montreal exporters visit Bristol yearly and are well known to the more important Bristol traders and importers.

The Australian season is from September to May but supplies are rather scarce at all times. New Zealand ships heavy quantities to Avonmouth and imports are received from August to June, with a small amount in July.

IRISH BUTTER IMPORTS NOW NEGLIGIBLE

One notable change in the local situation is the elimination of Irish butter supplies. The Irish season is the same as in Canada, and cross-channel exporters were the chief competitors in the West of England. This trade is negligible to-day: Irish butter goes principally to Glasgow, Liverpool and South Wales markets. Coastwise figures, of which Irish represents over 50 per cent have dropped from 1,917 tons in 1920 to 428 tons for the year ending April 30, 1925.

IMPORT FIGURES

Canadian butter imports are conspicuous by their erratic changes, the trade having grown rapidly in the period 1893 to 1907, and then greatly declined until the exacting demands of the war periods practically killed the trade locally. The trade is once again picking up and last year (1924) shows the largest tonnage since 1911. The following figures show Canada's proportion of total butter imports to Bristol and Avonmouth:—

Year.	Canada Tons.	United States Tons.	Australia Tons.	Canadian Percentage.
1913.. .. .	105	165	245	20
1914.. .. .	190	237	348	23
1915.. .. .	245	130	621	29
1916.. .. .	872	317	182	60
1917.. .. .	227	187	..	50
1918.. .. .	896	1,580	..	28
1919.. .. .	509	948	2,368	17
1920.. .. .	168	1	40	48
1921.. .. .	429	7	249	52
1922.. .. .	1,050	34	342	73
1923.. .. .	293	80	1,961	12
1924.. .. .	1,516	31	337	80

Bristol port fiscal year ending April 30.

The recent Canadian increases are noteworthy considering the fact that the bulk of Canadian butter intended for South Wales is now shipped direct to Cardiff by the Canadian Government Merchant Marine rather than transhipped from Bristol, as was the case prior to the inauguration of the C.G.M.M. sailings in July, 1920. This direct service has been the means of materially increasing the sale of Canadian produce in South Wales.

EFFECT OF HIGH BUTTER PRICES

It is well known that the consumption of butter is in inverse ratio to the retail price. When butter goes above 2s. (48 cents) per pound, there is a heavy falling off in consumption and a proportionate increase in the sale of margarine.

PRESERVATIVES NOT A NECESSITY

In the opinion of importers, the new regulation of the Ministry of Health in reference to the use of preservatives will not affect butter imports. One prominent trader stated that a large New Zealand factory with an output of 2,200 tons used no preservatives, and the product enjoyed a very excellent reputation here. Considering the many factors to be considered in placing this butter on the English breakfast table, this is a real achievement. Canadian butter never has contained much preservative, which is true as well of New Zealand and Australian supplies. Irish butter is of course always fresh.

OPPORTUNITY FOR CANADIAN BUTTER

New Zealand has this year been shipping quantities of butter to England which has been in storage for several months. One lot arrived in July at Avonmouth which had gone into storage in New Zealand in January; such butter becomes "boxy" and "woody." Undoubtedly cold storage affects the flavour of butter, and one importer emphasized the fact that, if Canada kept shipping good fresh butter, in time it would have an effect on the English market to the detriment of other sources of supply.

CANADIAN CONNECTIONS DESIRED

The Bristol office is continually receiving applications from West of England and South Wales produce brokers and importers, who desire Canadian

connections and wish to represent Canadian butter exporters or creameries. The facts are as previously stated, that long-established Montreal exporters have had their representatives locally for many years; and there are not sufficient Canadian export houses to satisfy the demand for independent representation for the multitude of English and Welsh brokers. At least a dozen trade inquiries have been published in the *Commercial Intelligence Journal* on behalf of the latter during the past year.

A list of butter importers located in Bristol Channel ports is on file at the Department of Trade and Commerce, Ottawa, and copies may be obtained on application (quote File No. T.C.-6-101).

BRISTOL CHANNEL PROVISION TRADE ATTITUDE TO MINISTRY OF HEALTH PRESERVATIVES ORDER

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, September 10, 1925.—Many West of England and South Wales provision traders and importers are opposed to certain sections of the Ministry of Health regulations concerning the use of preservatives in food. In particular they contend that the elimination of borax in the packing of bacon and hams will cause a restriction of supplies and a resultant increase in prices, quite apart from the grave situation which will be brought about by the elimination of reserve stocks.

The Danish trade will particularly benefit by the proposed new regulations which come into force on July 1, 1927, in the case of food containing bacon, ham or margarine, and July 1, 1928, in the case of food containing butter. The general regulations are to come into effect on January 1, 1927.

EFFECT ON RETAIL TRADE

The prominence given the new regulations by the West of England press is partially owing to the revolutionary effect it may have on the provincial retail trade and the lack of proper refrigerator accommodation. The area possesses a limited amount of cold storage which is quite sufficient in winter for the wholesale trade but during the summer months is often taxed to supply the demand made upon it. When the use of chemicals is abolished it is feared the accommodation will be inadequate.

For the retail trade the situation is far from satisfactory as but few shopkeepers have any satisfactory method, such as the Canadian retailer employs, of keeping perishable food. Unless proper facilities are installed before the new rules come into effect it is feared that much waste will be unavoidable.

It has been pointed out that chemical preservatives are forbidden by law in the United States, but no cognizance is made of the fact that an ice-chest is used in every house there, whilst it is comparatively unknown in the West of England. Only those who know the English situation can realize how conservative the English retailers and householders are to innovations, such as adequate ice supplies and proper refrigeration, quite aside from the heavy expense, which is greater than in Canada.

AGRICULTURISTS NOT ALARMED

The West of England farmers naturally do not share in the alarm of the wholesalers and retailers. Their view is, that if colonial and foreign imports are restricted as a result of the order, the demand for their produce will be greater. There are, however, at present 500,000 pigs fewer in this country than a year ago, which means another million sides will have to be bought from abroad to balance the deficiency, i.e., a matter of four to five million pounds.

AMERICAN AND CANADIAN SUPPLIES

Canada is the chief exporter of bacon and hams to the Bristol Channel ports, particularly Avonmouth and Cardiff. During the year ended December 31, 1924, shipments to the total of 147,140 cwts. came into Avonmouth from Canadian seaboard, which amount represents 92 per cent of the total bacon and hams direct imports of the port. A proportion of this was of United States origin yet the bulk was Canadian cured.

PROBABLE EFFECT OF REGULATIONS

If Canadian and American bacon and hams cannot be treated with a slight sprinkling of borax the meat cannot undertake the journey to England, and the alternative will be to ship it refrigerated while fresh. Extra charges of approximately three shillings per hundred-weight for shipping and possibly two shillings for refrigeration at ports will be incurred, quite aside from refrigeration needed by the retail trade.

Whatever borax is put on bacon for shipment is carefully washed off on arrival. As a matter of fact, it is important to the provision merchant who handles imported bacon to remove all the borax he can, as this ensures a better appearance to the meat. If borax is left on there would be white patches on the rind.

The above statement is on the authority of a well known wholesale firm in Bristol.

Another probable effect of the regulation going into force will be to prevent Canadian packers curing in Canada, and green sides will be shipped refrigerated to England and mild cured on this side.

Contrasting sharply with the above opinions is the fact that some Canadian packers are already shipping 50 per cent of their exportable surplus unboraxed and the quantity is increasing annually. The further fact must not be lost sight of that a premium of 2s. per cwt. is regularly obtained on such supplies by shipping over their own boraxed bacon.

The greatest difficulty will be with the thousands of provincial small retailers who order about five sides of bacon at a time from the wholesaler and without refrigeration expect the sides to remain in good condition for a number of days.

The above report reflects the attitude of various sections of the provision trade both wholesale and retail as well as the press, and indicates the prevalent conflicting opinion.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Pastoral and Agricultural Outlook in New South Wales

Sydney, Australia, August 27, 1925.—Wealth from wool and wheat and their by-products this year indicates that last season's great record—notwithstanding the great drop in wool prices—will be eclipsed. The present season is one of the best in history, and with the exception of a few patches, conditions for wool and wheat growers could not be more favourable.

This season's wool will be shorn from 37,500,000 sheep, and it is estimated that when the lambing is over the total will exceed 40,000,000—the largest for many years. Shearing is now in full swing and conditions are so favourable that the wool should be of better quality than of recent years. The prospects for another large harvest are most encouraging, crops being in a most healthy condition.

Last year's harvest of 59,785,000 bushels of wheat was taken from 3,500,000 acres, and the area estimated to have been sown this year is much larger. The record harvest in 1916 was 66,765,000 bushels. The wheat belt of the state contains 53,000,000 acres of land, about one half of which is believed to be arable, so that the possibilities of extending this industry are great.

Imports into New South Wales, 1924-25

The aggregate for the year ended June 30 last was £65,686,378. It is the highest on record, and compared with the total of £58,225,424 for 1923-24, represents an increase of £7,460,954. More than half the increase is accounted for by gold imports, which were valued at £4,216,634, as against £27,466 for the previous year. Deducting these figures it may be reckoned that imports of merchandise for the year just closed amounted in value to about £61,469,000, compared with about £58,198,000 for 1923-24, or an increase of approximately £3,271,000.

If allowance be made for the effect of gold imports upon last year's aggregate, the rate of expansion of imports did not exceed that registered in the previous year.

Exports from New South Wales, 1924-25

The aggregate of exports from New South Wales for the year ended June 30 last was £60,548,992, or nearly £17,500,000 more than the value for the preceding year. That total represents a record, the next nearest approach being £55,017,065 in 1919-20. Exports for the month of June were valued at £2,990,768, as against £2,570,796 for June last year. Imports for 1924-25 amounted in value to £65,686,378. The year's oversea trading was therefore of a total value of £126,235,370. Imports exceeded exports by £5,137,386, as against an excess of imports for the previous year of £15,077,894. The apparent adverse balance is offset to some extent by the importation of gold during the year to the value of £4,216,634.

New Basic Wage in New South Wales

The New South Wales Board of Trade has just made a fresh declaration regarding the basic wages for the state, and fixed the living wage for adult males at £4 4s. per week, and for adult females at £2 2s. 6d. per week, being an increase of 2s. and 1s. respectively. The reason stated for granting the advance is that there has been a distinct upward trend in the prices of commodities since the end of 1924.

Proposed 44-Hour Working Week in New South Wales

When the present State Government was placed in power it was announced that one of the first measures to be proposed would be the 44-hour working week. This limitation of working hours is at present in force in only one of the Commonwealth states—Queensland—where it was inaugurated on July 1 last. The proposal is naturally not viewed by employers favourably as it will severely handicap them when compared with industries in other states in which this limitation is not imposed. It is understood that a bill is now being drafted to give effect to the Government's pledge.

Large Shipment of Canned Fruits from Australia

Australian canning interests have arranged with the Australian Commonwealth Line for the charter of the steamer *Erromanga* to ship a full cargo of canned fruit to London. This is the largest shipment of canned fruits ever taken in one order, and consists of 141,000 cases containing 3,384,000 tins, and weighing 4,049 tons. Some 63,000 cases will be shipped from Melbourne and the balance from Sydney.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND ELEVEN MONTHS ENDED AUGUST, 1921, 1922, 1923 AND 1925; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of August				Eleven Months ended August				United States Tariff Rates in force		
	1921	1922	1923	1925	1921	1922	1923	1925	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....	9,131	37,522	11,863	15,967	231,681	167,717	144,199	109,873	Free	30 p.c.	(a)
Horses.....	189,290	894,553	277,007	493,617	14,970,944	3,354,253	3,870,941	2,897,753	Free	10 p.c.	(b)
Poultry.....	42,285	6,305	6,030	10,272	481,620	374,268	273,673	168,283	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....	7,681	33,316	28,103	41,296	769,060	639,507	444,031	611,529	1c. per lb.	(c)	\$2 per head
Fruits—	40,851	49,647	11,450	280	1,184,950	387,762	229,955	219,878	Free		
Apples, green or ripe.....	16,388	277	3,737	737	28,633	393,700	66,496	33,098	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....	63,766	1,043	12,808	2,415	125,600	2,002,777	305,489	182,305	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....	143,190	195,236	119,113	111,106	250,337	70,952	298,287	275,955	1c. per qt.	5c. per qt.	14c. per lb.
Grains—											
Barley.....	1,008			1,220	1,306	16,629	936,945	40,892	15c. bu. 43 lb.	15c. bu. 43 lb.	20c. bu. 43 lb.
Beans.....	572	50	6	33	3,592	12,172	497,869	9,333	25c. bu. 60 lb.	2c. lb.	14c. lb.
Buckwheat.....	24	218	30	120	14,714	35,929	88,131	30,080	Free	Free	10c. per 100 lb.
Oats.....	1,078		10	4,250	251,615	99,596	268,787	603,000	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole.....	23,823	127,035	105	39,011	2,822,129	2,079,915	207,328	553,117	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....	11,273	56,157	84	20,671	1,369,756	985,456	108,418	221,353	20c. bu. 60 lb.	20c. bu. 60 lb.	1c. lb.
Rye.....	42,460	1,380	1,400	23,443	369,345	347,554	390,960	569,937	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Wheat.....	3,055	1,639		19,451	7,755	14,455	3,157	3,600	20c. bu. 60 lb.	20c. bu. 60 lb.	15c. bu. 56 lb.
Wheat, shorts and middlings.....	4,027	836		310,664	502,791	85,224	437,083	15,161	Free	Free	35c. per bush.
Wheat Flour.....	721,354	1,775,173	720,390	456,810	47,735,082	15,772,986	2,121,015	3,408,152	Free	Free	42c. bu. 60 lb.
Grain Products—	1,321,220	2,186,882	778,412	706,368	99,472,366	18,837,543	13,242,946	4,960,169	Free	Free	(d)
Bran, shorts and middlings.....	32,437	14,561	123,203	237,260	1,290,025	322,247	1,974,068	2,825,168	(e)	(e)	(e)
Wheat Flour.....	33,550	21,099	151,037	302,772	1,865,783	341,749	2,312,326	3,628,362	20 p.c.	20 p.c.	1.04 p. 100 lb.
Bacon, hams, shoulders and sides.....	1,337	39,966	17,891	776	1,246,250	674,745	379,499	7,978	Free	Free	2c. per lb.
Beef, fresh, chilled or frozen.....	10,178	285,401	99,919	4,373	12,137,093	4,268,418	2,275,015	52,292	25 p.c.	25 p.c.	3c. per lb.
Meats—											
Bacon, hams, shoulders and sides.....	30	55	94	1,597	2,729	1,125	1,311	12,552	Free	Free	2c. per lb.
Beef, fresh, chilled or frozen.....	1,406	1,732	3,238	43,781	99,752	38,289	43,042	324,921	Free	Free	3c. per lb.
Beef, fresh, chilled or frozen.....	287,245	164,570	176,129	79,295	3,325,732	1,978,983	1,495,632	721,711	Free	Free	3c. per lb.

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	3.771	4.342	6.275	6	45,702	61,439	15,372	674	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	Cwt.	68,993	100,804	66,230	157	1,128,279	1,068,938	372,975	16,240	Free	2c. per lb.	(h)
Pork, dry-salted and pickled.....	Cwt.	86	59	334	11,903	6,003	6,101	164,248	84,904	Free	2c. per lb.	(h)
Poultry, dressed or undressed.....	Cwt.	3,061	2,113	6,044	215,416	15,751	2,051	579,440	160,182	Free	2c. per lb.	(h)
Other meats, including canned meats, but excluding extracts.....	Cwt.	2,898	1,198	243	106	482,472	725,204	103,225	17,054	Free	2c. per lb.	(h)
Milk and milk products—												
Butter.....	Lb.	663	760	90,866	839	17,001	11,353	243,897	257,043	Free	25 p.c.	(i)
Cheese.....	Lb.	29,432	3,190	417,423	355,314	1,767,527	2,698,756	3,426,627	3,539,041	2c. per lb.	6c. per lb.	(i)
Cream.....	Gal.	1,347	567,200	256,000	5,600	306,973	4,678,257	4,299,747	261,100	20 p.c.	23 p.c.	(i)
Milk, fresh.....	Gal.	190,518	217,205	427,794	503,108	1,140,414	1,665,103	2,094,257	3,357,757	Free	5c. gal. (j)	(j)
Milk, condensed, including milk powder.....	Lb.	391,369	1,824,300	563,335	10,711,947	1,719,526	8,511,487	11,048,961	11,048,961	Free	2c. gal. (j)	(j)
Seeds—												
Clover seed, alsike.....	Bush.	8,518	1,282	5,116	12,481	79,587	97,577	44,358	166,464	Free	2c. per lb.	1c.—3c. lb.
Clover seed, alfalfa and red.....	Bush.	74,708	10,773	32,169	683	880,419	881,030	301,382	1,386,466	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	5,436	1,092	1,012	5,316	27,214	73,057	72,132	370,021	Free	Free	4c. per lb.
Flaxseed.....	Bush.	532,881	4,474	66,061	13,719	240,963	240,963	382,999	726,456	Free	Free	(k)
Grass seed.....	Bush.	1,041,321	28,950	137,998	904,624	2,561,122	2,154,502	2,261,339	5,628,877	30c. bu. 56 lb.	30c. bu. 56 lb.	40c. bu. 36 lb.
Vegetables—												
Potatoes.....	Bush.	38,718	2,270	14,078	123,203	2,581,037	1,701,228	463,448	566,115	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets.....	Ton	45,750	1,441	14,157	132,946	1,672,535	1,107,543	348,765	379,420	Free	25c. bu. 60 lb.	50c. per 100 lb.
Turnips.....	Bush.	11,410	7,870	30,051	30,051	103,102	63,151	56,730	132,855	5 p.c.	5 p.c.	80c. ton 2,240 lb.
Miscellaneous Products—												
Eggs.....	Doz.	59,803	62,362	34,887	1,549	264,676	237,924	135,895	52,887	15 p.c.	15 p.c.	12c. per 100 lb.
Hay.....	Ton	522	18,733	8,826	4,478	134,343	91,355	46,243	23,248	Free	Free	8c. per doz.
Maple sugar.....	Lb.	225,792	158,017	66,766	94,250	1,452,522	36,034	474,359	1,162,095	\$2 ton 2,240 lb.	\$2 ton 2,240 lb.	\$4 ton 2,240 lb.
Tallow.....	Cwt.	15,916	29,325	33,313	17,263	313,001	405,925	557,442	746,979	3c. per lb.	3c. per lb.	4c. per lb.
Wool.....	Lb.	1,087	952,396	790,485	11,610	86,005	64,424	105,502	141,341	Free	Free	4c. per lb.
Total value of above commodities....	\$	4,028,797	4,796,561	3,369,272	5,940,392	156,129,849	49,902,884	44,913,982	47,287,183	Free	(l)	(l)

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30 c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad val.; from September 21, 1922, to April 6, 1924, 15% ad val.; subsequent to April 6, 1924, if from wheat 7½% ad val.; if from other cereals, 15% ad val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Cheese 5c. per lb. but not less than 25 p.c. (j) 1c. 231 cubic inches about equal to five sixths of imperial gallon. (k) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (l) Dutiable at various rates. See Commercial Intelligence Journal No. 974 Sept. 30, 1922, pages 516-7.

FOREIGN TRADE OF THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, September 17, 1925.—In the twelve months ending June, the total value of United States exports was \$4,864,823,000, as compared with \$4,311,656,000 in the previous fiscal year. Imports for the twelve months had a value of \$3,824,140,000 as compared with 3,554,037,000. Of the total imports, 60 per cent were free of duty, as compared with 56.8 per cent in the previous year. The favourable balance of trade of the United States in the period was \$1,040,692,000, as compared with \$757,619,000 in the twelve months ending June, 1924.

Of the total imports of the United States in the period, 68.57 per cent were carried in foreign vessels as compared with 67.15 per cent in the twelve months ending June, 1924. Of the exports, 63.82 per cent were carried in foreign vessels as compared with 60.70 per cent.

United States exports to Canada in the twelve months ending June, 1925, were \$647,421,511, as compared with \$602,120,600 in the previous period, while imports from Canada were \$408,059,713 as compared with \$417,275,091, giving the United States a favourable balance in trade with Canada of \$239,361,798 as compared with \$184,845,509 in the previous year.

By groups, there were increases in United States exports of vegetable food products and oils, textiles, non-metallic minerals, metals and products, and machinery and vehicles, while there were decreases in the export of animals and products, miscellaneous vegetable products, wood and paper and chemicals and allied products. With the exception of metals and products and machinery and vehicles, all classes of imports in the period increased as compared with imports in the previous period.

The exports and imports of merchandise by commodity groups for the twelve months ending June were as follows:—

	Exports.		Imports.	
	1925.	1924.	1925.	1924.
Animals and products.. . . .	\$ 455,052,000	\$ 467,757,000	\$ 351,162,000	\$ 319,165,000
Vegetable food products and oils.. . . .	732,300,000	415,255,000	918,462,000	910,359,000
Misc. vegetable products.. . .	247,448,000	278,409,000	400,787,000	305,325,000
Textiles.. . . .	1,274,987,000	1,089,759,000	971,645,000	870,542,000
Wood and paper.. . . .	190,948,000	201,687,000	354,708,000	333,465,000
Non-metallic minerals.. . . .	604,492,000	588,150,000	256,095,000	246,364,000
Metals and products.. . . .	460,020,000	443,294,000	294,582,000	296,882,000
Machinery and vehicles.. . . .	612,455,000	534,857,000	16,585,000	18,077,000
Chemicals and allied products.. . . .	114,167,000	116,721,000	133,488,000	122,647,000
Miscellaneous.. . . .	88,462,000	88,084,000	126,626,000	131,211,000

There were increases in both United States exports to and imports from the principal countries. The more noteworthy were:—

	Exports.		Imports.	
	1925.	1924.	1925.	1924.
Central America.. . . .	\$ 70,409,740	\$ 58,869,321	\$ 39,602,143	\$ 34,148,215
South America.. . . .	360,410,783	281,457,638	495,636,656	429,639,333
British West Indies—				
Bermuda.. . . .	3,142,977	4,158,050	859,578	1,166,724
Jamaica.. . . .	8,370,697	8,087,051	7,002,413	6,240,821
Trinidad-Tobago.. . . .	3,935,178	4,207,334	5,370,219	4,752,668
Other British.. . . .	5,446,327	5,062,542	3,026,116	2,292,976
Europe.. . . .	2,660,133,840	2,202,118,278	1,170,455,022	1,065,488,705
United Kingdom.. . . .	1,064,957,728	897,673,044	392,003,729	341,757,276
France.. . . .	288,893,686	280,376,306	151,869,347	144,202,936
Germany.. . . .	464,058,347	378,320,778	144,764,970	146,737,070
Asia.. . . .	437,617,173	562,554,866	1,048,142,698	944,752,924
British India.. . . .	33,856,643	34,117,810	124,547,519	107,900,458
China.. . . .	89,008,726	124,432,872	147,288,503	157,881,756
Japan.. . . .	216,427,527	283,257,578	342,355,610	325,338,181
Australia.. . . .	131,955,360	128,503,761	43,261,839	31,989,715
New Zealand.. . . .	32,755,301	27,020,981	19,329,833	12,983,480
British Africa—				
West.. . . .	8,906,012	7,733,796	15,681,634	14,048,428
South.. . . .	40,226,338	32,669,910	8,268,633	7,408,655

The total exports of gold for the twelve months ending June, 1925, were \$248,730,000 as compared with \$10,207,000 in the previous period. Imports of gold were \$134,145,000 as compared with \$417,026,000. Total exports of silver were \$108,823,000 as compared with \$98,786,000; and imports of silver \$71,606,000 as compared with \$79,940,000.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, September 1, 1925.—At the beginning of August the general note in business circles was one of depression; shortage of floating currency and the disposition to await definite information in regard to the formation of the "Sole Bank of Issue" continued to be the ruling factors in the situation.

During the month, however, it was announced that the Sole Bank of Issue would open on September 1 under the name of the "Bank of Mexico" (Banco de Mexico). The announcement was well received and produced a distinct reaction in public feeling, it being generally recognized that an institution of this character had become necessary to the commercial life of the country. The law creating the bank was published on August 31, and provides for a capital of \$100,000,000 Mexican currency (equal to \$49,850,000 Canadian currency), divided into a million shares, of which the majority (51 per cent) will be held by the Government, the balance being available for public subscription. A further report on this subject will appear in the *Commercial Intelligence Journal* at an early date.

Another favourable factor in the situation, so far as foreign interests in Mexico are concerned, was the renewal of formal diplomatic relations between Great Britain and Mexico on August 28. Details of the arrangements entered into between the two Governments have not yet been published, but it is anticipated that these will be made known at an early date; in the meantime, H.B.M. Consul-General in Mexico City has been appointed Chargé d'Affaires in Mexico City, and a similar appointment has been made by the Mexican Government in London.

These two events are too recent to have had any effect on the financial or commercial life of the country as a whole. They are, however, accepted as symptomatic of better conditions than have existed in Mexico for many years, and may reasonably be regarded as the forerunners of a period of increased prosperity to the country as a whole.

The position of the mining industry continues to be satisfactory, largely on account of the high prices for silver ruling in the world's markets; this has had an influence on the imports of mining machinery and supplies, which continue at a relatively high level. No change has occurred in the situation of manufacturing industries, and wholesale and retail business is reported to be depressed, but with indications of general improvement in many branches.

Exchange on New York and Montreal showed only slight fluctuations, the peso remaining practically at par during the month.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

IMPORT OF LEATHER AND SHOE MANUFACTURES IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, August 17, 1925.—Recent investigations of the leather trade in China disclose the fact that, out of a total import into China from some twenty different countries to a value of 7,689,000 Haikwan taels (1 Haikwan tael equals say 80 cents) in 1924, Canada's share amounted to only 23,300 taels.

In view of the comparative proximity of Canada to this large consuming market, and also in view of the fact that the largest exporters to China are Europe and Australia with some 5,400,000 taels, and the United States with approximately 1,100,000 taels, it would appear that an opportunity exists to extend the exports to this country of Canadian leather.

Although the different classes of leather are not separately classified in the annual returns of the Chinese Maritime Customs, inquiries amongst the trade indicate that there is a continual demand, particularly for sole leathers of the cheaper varieties which are used for every conceivable purpose by the Chinese. In many respects the Chinese market for leather differs from that of nearly every other country, inasmuch as nothing is wasted in China, and scrap leather, which in Western countries could not be economically used, will in China find a definite market and be used for purposes unknown to Western workmen.

Leather is usually sold to general importers, both European and Chinese, who in turn sell to Chinese leather dealers who have their definite clientele amongst the custom shoemakers, harness makers, carriage menders, small farmers, and contractors. In this connection Japan has recently been cultivating the Chinese shoe and leather market intensively, and though that country is not a large producer, it imports for re-export to China the greater proportion of the leather trade for the smaller interior points.

It is important for Canadian manufacturers to realize, however, that it is impossible to sell leather on this market without samples and complete data regarding c.i.f. prices China ports, method of shipment, packing, delivery, etc.

This market is naturally very competitive, as will be realized by the number of countries exporting to it, but it is noticeable that those countries which have developed keen and aggressive contact are rapidly acquiring the bulk of this trade. For example, the United States in 1922 shipped to the value of 455,000 Haikwan taels only of a total import of 7,200,000 taels; whereas in 1924 their shipments had grown to 1,100,000 taels, though the total imports had increased only 400,000 taels, whereas approximately all other countries had remained stationary, their trade growing only in proportion to the general increased demand.

The following table may be of interest to Canadian manufacturers who desire to analyse supplies to this country and will indicate the relative importance of the principal producing countries:—

Imported from	1923		1924	
	Piculs	Value Hk. Tls.	Piculs	Value Hk. Tls.
Hong Kong	105,656	5,017,382	112,346	5,288,864
Singapore, Straits, etc.	451	20,936	577	26,379
British India	1,900	67,166	2,396	88,601
Great Britain	228	29,328	210	25,410
Germany	275	81,009	145	68,210
Netherlands	39	23,661	23	12,142
France	80	34,445	170	27,766
Japan (including Formosa)	8,686	555,008	9,758	561,178
Canada	34	15,044	53	23,302
United States	13,006	748,512	18,869	1,089,855
Australia, New Zealand, etc.	6,331	297,346	11,047	376,722
Total direct gross imports	138,230	6,976,532	157,423	7,689,772

Sole leather (oak and hemlock) and kid and coloured calf are the chief imports and represent approximately 60 per cent of the total value. There is also a considerable import of cow hides; leather cloth or imitation (including oilcloth for furniture); enamelled, japanned, and patent leather for flooring; and chamois.

The chief import centres in order of importance are: Shanghai, Tientsin, Dairen (South Manchuria), Hankow, Canton, Changsha, Swatow, and Kowloon (for importation via Hong Kong).

Canada, in view of her standing as a leather exporter, should be able to improve her position in China, and it would be worth while for the large Canadian manufacturers to send a representative to report on this market and appoint agents after a personal study of the situation. It is difficult to interest import houses in this territory through correspondence alone. It is suggested that interested manufacturers should communicate with this office in the first instance owing to the present necessity of careful investigation of importing firms, particularly in the smaller outports: samples of sole and calf leathers should also be furnished for submission to the trade.

LEATHER MANUFACTURES AND SUPPLIES

In so far as the demand for boots and shoes is concerned, it is felt by responsible importers that China is not yet ready for the class of boots and shoes used in Western countries. The demand is chiefly limited to the foreign population and to Chinese who have been educated in Western countries, and though shoe manufacturing in China is not a commercially organized industry, and the only factories that have been established are not now functioning, there are, on the other hand, innumerable small shoemakers who copy Western shoes in cheaper leathers and at a price with which Western manufacturers cannot hope to compete.

In North China and Manchuria, however, there is a steadily growing demand for the cheap, strong, working man's boot which cannot be supplied by local shoemakers. This type of boot is usually imported through northern firms catering to the larger railways and agricultural districts in the north, such importers being usually established in the ports of Tientsin, Dairen, Harbin, and Mukden.

The market for shoe manufacturers' goods is in proportion to the market for leather. Cotton linings and white shoe cloths are in good demand, and the best qualities are supplied by England and the United States. There is no demand for leather substitutes for parts of shoes—i.e. for fibre counters, pasted inner soling, felt boxes, etc.—though some imitation leather is used for tongues and facings in the cheaper footwear. Cut-bottom stock is also very little used, as the offal is carefully worked up into heels, tacks, shanks, and counters. Eyelets, hooks, tacks and nails, together with tools for handwork, are sold in fair quantity. American hooks and eyelets are used for the best grades, and tacks and nails, though supplied to some extent direct from the United States, are imported more largely, perhaps, by or through Japan. This type of shoe manufacturers' goods is imported in the same manner as leather and usually through the same import houses.

Lists of the chief import houses in Shanghai, who also supply to the interior, with their nationalities, may be seen or obtained on application to the Department of Trade and Commerce (quoting file No. T.C.-6-120).

WHEAT AND FLOUR SITUATION IN CHINA*

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, August 17, 1925.—Despite the disturbed conditions in China, native wheat appears to be arriving in fair quantity and Chinese mills are all working full time, disposing of their output as fast as it can be produced. The price of native flour is 2.28 taels and for future delivery 2.25 taels per sack. An unconfirmed report states that some American wheat has been purchased at 4.30 taels per picul in bulk. The report that the Canadian crop has been damaged and that prices had increased caused traders to hold off all inquiries, but as this is the slack season for foreign flour it is not felt that it will have any real effect on the demand. Prices for American flour are also reported as too high at the moment for this market, Club straights being quoted at \$7.20 (gold) per barrel. All buyers of Canadian and American flour appear to be holding off pending the arrival of the new crop.

Distribution of native flour throughout China and the Straits Settlements is being made in good quantities and is apparently not seriously affected by the shipping strike, which is confined to foreign firms entirely.

Reports from Dairen and Hong Kong indicate that considerable business is being done in American flour, but in Shanghai, which is the native milling centre for China, very few transactions have taken place.

* 1 tael=say 74 cents and 1 picul=133½ pounds.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Recent Minor Reductions in Belgian Tariff

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, September 8, 1925.—By a new arrangement between Belgium and France the Belgian tariff has been lowered by a reduction of "coefficients of increase" on twenty-eight articles of particular interest to France. These reductions, which went into force on September 2, are also applicable to Canadian goods, but are not of great interest to Canada as most of them are not on goods exportable from Canada.

The reductions on the following seven items, however, are on goods which are possible exports from Canada to Belgium:—

Tariff Item	Old Duty	New Duty
Ex. 430 Ribbons, inked or impregnated with colours, for typewriters, calculating machines and the like	15%	10%
Ex. 681 Clothes pins, per 100 kilos.	80 frs.	60 frs.
Ex. 736 Greasy paper for copying for tracing from pencil, ink or typewriter, known as "carbon paper," per 100 kilos.	120 frs.	80 frs.
Ex. 767 Manufactures of cardboard, "carton pierre," wood pulp, cellulose, vulcanized fibre or "paper maché," not specially mentioned, not for industrial purposes, simply moulded, compressed or hardened, with or without reliefs, per 100 kgs.	64 frs.	48 frs.
Ex. 903 Scythes and sickles, per 100 kilos.	100 frs.	75 frs.
Pliers and pincers of all kinds, weighing less than 2.2 pounds, per 100 kilos	80 frs.	60 frs.
Ex. 905 Tools of all kinds, n.o.p. weighing less than 1 kilo per piece, per 100 kilos.	100 frs.	75 frs.
Ex. 1154b Rubber soled tennis shoes, per pair	3 frs.	2.25 frs.

Tariff Changes in Mexico

Writing under date of the 4th of September, 1925, the Trade Commissioner in Mexico City reports that several changes and additions have recently been made in the Mexican Tariff. These refer principally to live animals, olive oil,

hats, hat shapes, and earthenware or enamelled iron drinking fountains, wash-stands, etc. The following may be of interest to Canadian exporters:—

Fraction

- 690-A—Washstands, bidets, drinking fountains and bath tubs, of earthenware or porcelain, undecorated, when each article weighs more than 10 kilos. (22 lbs.) net, 12 centavos per gross kilo., equal to 2.7 cents per lb.
 690-B—Ditto, of enamelled iron, ditto, 12 centavos per gross kilo., equal to 2.7 cents per lb.
 709 —Hats, n.o.s., of felt or wool, ready to wear, for men, women and children, 2 pesos (equal to \$1) each.
 709-b —Ditto, of hair, ditto, 3 pesos (equal to \$1.50) each.
 709-d —Hats, n.o.s., for men, ready to wear, 2 pesos (equal to \$1) each.

Shipment of Samples to the Republic of Colombia

Mr. J. Cormack, Canadian Trade Commissioner, in Kingston, Jamaica, writes under date September 11, advising that, owing to recent increases in the charges made on the entry of samples into the Republic of Colombia, it is desirable that Canadian firms shipping samples of any small saleable value to that country, should render them unsaleable before shipment. The recipients of samples naturally do not like to have to pay imposts far in excess of the value of the goods. The minimum charge on saleable sample packages (for example three rubber heels) is \$3. In the case of samples of considerable value, the matter is relatively less important.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 21, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 21, 1925. Those for the week ending September 14, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		September 14, 1925	September 21, 1925
Britain	1.00	\$4.86	\$4.8425
Czecho-Slovakia	1.	.203	.0296
France	1.	.193	.0475
Italy	1.	.193	.0411
Holland	1.	.402	.4020
Belgium	1.	.193	.0438
Spain	1.	.193	.1451
Portugal	1.	1.08	.0520
Switzerland	1.	.193	.1931
Germany.. .. .	1.	.238	.2381
Greece	1.	.193	.0147
Norway.. .. .	1.	.268	.2127
Sweden.. .. .	1.	.268	.2682
Denmark	1.	.268	.2475
Japan	1.	.498	.4062
India	1.	2s.	.3685
United States	1.	\$1.00	1.0000
Mexico.. .. .	1.	.498	.4945
Argentina	1.	.424	.4025
Brazil	1.	.324	.1348
Roumania	1.	.193	.....
Jamaica	1.	4.86	4.8662
British Guiana	1.	1.	4.8050
Barbados.. .. .	1.	1.	
Trinidad	1.	1.	
Dominica	1.	1.	
St. Kitts	1.	1.	
Grenada.. .. .	1.	1.	
St. Vincent.. .. .	1.	1.	
Tobago	1.	1.	
Shanghai, China.. .. .	1.	.708	.8037
Batavia, Java	1.	.402	.4050
Peru.. .. .	1.	4.86 1/2	4.0500
Singapore, Straits Settlements .. \$	1.	.567	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1239. FLOUR.—A commission agent in Hamburg, Germany, wishes to represent Canadian exporters.

1240. FLOUR.—A Bristol merchant desires to hear from Canadian exporters with view to direct representation as well as purchase.

1241. DRIED AND EVAPORATED APPLES.—A commission agent in Hamburg wishes to represent Canadian exporters.

1242. CANNED MILK.—A commission agent in Hamburg wishes to represent Canadian exporters.

1243. MILK POWDER.—A Bristol house wishes quotations from Canadian exporters of milk powder, both skim and full cream. Also desires representation.

1244. CANNED GOODS.—Argentine manufacturers' agent wishes to receive quotations from Canadian exporters of canned salmon, sardines, and lobsters. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1245. PRESERVED FOOD PRODUCTS.—Chilean manufacturers' agent wishes to receive samples and quotations from Canadian exporters.

1246. VERMICELLI.—A Manchester firm asks for quotations on vermicelli in 28-pound boxes, in cases containing 72 4-pound boxes, and in 1-pound cartons in 28-pound boxes.

1247. MACARONI.—A Manchester firm asks for quotations on macaroni in 28-pound boxes, in cases containing 72 4-pound boxes, and in 1-pound cartons in 28-pound boxes.

1248. YEAST.—A Bristol house supplying the bakery trade wishes to represent a Canadian manufacturer of yeast and other sundries suitable for the trade.

1249. GRAIN.—A commission agent in Hamburg wishes to represent Canadian exporters.

1250. OATS.—A Newcastle firm ask for quotations c.i.f. Newcastle on 1,000 and 2,000 quarter lots.

1251. ROLLED OATS.—A Newcastle-on-Tyne firm ask for quotations on 500- and 100-bag lots.

Miscellaneous

1252. FLOUR, ETC.—A Cuban house desires to hear from Canadian exporters of hard and soft wheat flour with a view to representation. They are also interested in oats and hay.

1253. SAUSAGE CASINGS.—A London firm wish to effect connections with Canadian producers and exporters.

1254. LINSEED CAKE.—Belfast firm desire Canadian connection for linseed cake.

1255. ACETATE OF LIME.—A London company whose head office is at Melbourne, Australia, ask to be placed in communication with reliable Canadian manufacturers who are not already represented in Australia and who wish to develop business in that market.

1256. CARBON TETRACHLORIDE.—An important London company would like to receive quotations from Canadian manufacturers of carbon tetrachloride, guaranteed 99.5 per cent pure. The material must be water white and packed in strong steel rolling hoop drums containing $\frac{1}{2}$ ton each.

1257. LADDER RUNGS.—A London company ask to be placed in touch with Canadian manufacturers who are in a position to undertake export business.

1258. CLOTHES PROPS.—A Manchester firm ask for quotations on 9-foot clothes props, 1 $\frac{1}{4}$ inches by 1 $\frac{1}{4}$ inches and 1 $\frac{1}{4}$ inches by 1 $\frac{1}{2}$ inches.

1259. LATHS FOR CLOTHES RACKS.—A Manchester firm ask for quotations on round-sided laths for making clothes racks, 7 feet, 8 feet, and 9 feet long by 1 $\frac{1}{2}$ inches by $\frac{1}{2}$ inch.

1260. BROOM HANDLES.—A Manchester firm ask for quotations c.i.f. Manchester on broom handles, sizes 48 inches by 1 inch, 48 inches by 1 $\frac{1}{16}$ inches, 48 inches by 1 $\frac{1}{4}$ inches, plain and fancy tops.

1261. WOOD ROLLERS.—A Manchester firm asks for quotations on wood rollers of suitable lengths, 1 inch and $1\frac{1}{2}$ inch in diameter.

1262. LEAD PENCILS.—A travelling salesman and manufacturers' representative in Mexico City desires to secure representation of Canadian manufacturers.

1263. NEWSPRINT.—Argentine manufacturers' agent wishes to receive samples and c.i.f. quotations from Canadian manufacturers of roll and flat newsprint. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1264. PAPER.—A travelling salesman and manufacturers' representative in Mexico City wishes to secure agencies for writing papers, 16 to 40 pounds, bond papers, second sheets, onion skin, tissue paper, napkins, towels, and wrapping paper.

1265. IRON AND STEEL TUBES.—An engineers' factor and mill furnisher in Bristol, England, desires to represent a Canadian manufacturer of iron and steel tubes on a commission basis.

1266. DRY CHARGED BATTERIES FOR AUTOMOBILES.—Agency desired at a price of around \$24 (Canadian) c.i.f. Belawan, Sumatra.

1267. INDUSTRIAL MACHINERY.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1268. WALL TILES.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1269. SPORTING GOODS.—Argentine manufacturers' agent wishes to receive samples, catalogues, and quotations from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Alaunia, Oct. 3; Ascania, Oct. 10; Antonia, Oct. 17; Ausonia, Oct. 24—all Cunard Line.

To LIVERPOOL.—Canada, Oct. 3; Doric, Oct. 10; Megantic, Oct. 17; Regina, Oct. 24—all White Star-Dominion; Aurania, Anchor-Donaldson, Oct. 16; Gracia, Cunard Line, Oct. 9; Montcalm, Canadian Pacific, Oct. 16.

To LONDON.—Bothwell, Canadian Pacific, Oct. 3; Canadian Trapper, Oct. 2; Canadian Hunter, Oct. 12; Canadian Raider, Oct. 22—all C.G.M.M.

To AVONMOUTH.—Colonian, Oct. 10; Oxonian, Oct. 17—both White Star-Dominion; Parthenia, Oct. 3; Kastalia, Oct. 24—both Anchor-Donaldson.

To SOUTHAMPTON.—Melita, Oct. 7; Minnedosa, Oct. 21—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairnvalona, Thomson Line, Oct. 2.

To MANCHESTER.—Manchester Division, Oct. 1; Manchester Producer, Oct. 8; Manchester Importer, Oct. 15—all Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Mariner, Oct. 9; Canadian Victor, Oct. 23—both C.G.M.M.

To GLASGOW.—Saturnia, Oct. 2; Athenia, Oct. 9; Letitia, Oct. 23—all Anchor-Donaldson; Metagama, Canadian Pacific, Oct. 8.

To HULL.—Valemore, Furness, Withy, Oct. 10.

To BELFAST AND DUBLIN.—Fanad Head, Head Line, Oct. 14.

To COPENHAGEN AND BALTIC PORTS.—Frode, Scandinavian-American, Oct. 2.

To NORWEGIAN PORTS.—Drammensfjord, Norwegian-American, Oct. 20.

To ANTWERP.—Canadian Trapper, Oct. 2; Canadian Hunter, Oct. 12; Canadian Raider, Oct. 22—all C.G.M.M.; Melita, Oct. 7; Minnedosa, Oct. 21—both Canadian Pacific.

To ROTTERDAM.—Brant County, Intercontinental Transports, Oct. 9.

To HAVRE.—Welland County, Oct. 3; Grey County, Oct. 10—both Intercontinental Transports.

To HAMBURG.—Essex County, Intercontinental Transports, Oct. 5.

To AUSTRALIAN PORTS.—Canadian Challenger, C.G.M.M., Sept. 30.

To NEW ZEALAND PORTS.—Canadian Explorer, C.G.M.M., Oct. 24.

To SOUTH AFRICAN PORTS.—Calgary, Elder Dempster, Oct. 20.

To ST. JOHN'S, Nfld.—Hillbrook, Murray Transports, Sept. 30; Canadian Sapper, C.G.M.M., Oct. 16.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS., Sept. 30.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Volunteer, Oct. 6; Canadian Carrier, Oct. 20—both C.G.M.M.

From Montreal—Continued

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Canadian Pacific, Oct. 17.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA), BELIZE AND BRITISH HONDURAS.—Canadian Forester, Sept. 30; Canadian Fisher, Oct. 21—both C.G.M.M.

From Quebec

To LIVERPOOL.—Canada, Oct. 3; Doric, Oct. 10; Megantic, Oct. 17; Regina, Oct. 24—all White Star-Dominion; Montclair, Oct. 2; Montroyal, Oct. 9—both Canadian Pacific.

To SOUTHAMPTON.—Empress of Scotland, Sept. 30; Empress of France, Oct. 14—both Canadian Pacific.

To AVONMOUTH.—Colonian, Oct. 10; Oxonian, Oct. 17—both White Star-Dominion.

To HAMBURG.—Empress of France, Canadian Pacific, Oct. 14.

From Halifax

To HULL.—Valemore, Oct. 14; Wheatmore, Oct. 28—both Furness, Withy.

To LIVERPOOL.—Bay State, Oct. 1; Mongolian Prince, Oct. 6—both Furness, Withy.

To MANCHESTER.—Manchester Citizen, Oct. 6; Manchester Producer, Oct. 12—both Furness, Withy.

To LONDON.—Incemore, Oct. 4; Valemore, Oct. 14; Cornish Point, Oct. 18; Wheatmore, Oct. 28—all Furness, Withy.

To ST. JOHN'S, Nfld.—Rosalind, Oct. 6 and Oct. 20; Silvia, Oct. 13 and 27—both Red Cross Line; Sable I., Farquhar SS., Oct. 9; Sachem, Furness, Withy, Oct. 10.

To NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, Oct. 3 and Oct. 17; Fernfield, Oct. 2 and 16—both Farquhar SS.

To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Teviot, Oct. 9; Chaudiere, Oct. 23—both R.M.S.P. Co.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Oct. 7.

To SANTIAGO, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Oct. 21.

From Vancouver

To JAPANESE PORTS.—Kaikyū Maru, early October; Kaisha Maru, late October—both Canadian-American Shipping Co.

To YOKOHAMA, KOBE AND DAIREN.—Asuka Maru, Oct. 2; Toyama Maru, Oct. 24—both Nippon Yusen Kaisha.

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Oct. 1; Menelaus, Oct. 22—both Blue Funnel; Kaga Maru, Nippon Yusen Kaisha, Oct. 1.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Oct. 1; Empress of Russia, Oct. 15; Empress of Australia, Oct. 29—all Canadian Pacific.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Oct. 21.

To NEW ZEALAND PORTS AND MELBOURNE.—West Islip, Pacific-Australian Line, Oct. 24.

To LONDON.—Eemdyk, early October; Loch Gail, late October—both R.M.S.P. Co.; a steamer, Isthmian Line, late Sept.—early Oct.; Canadian Miller, C.G.M.M., Oct. 3; Matador, Harrison Line, Oct. 18.

To LIVERPOOL.—Loch Gail, R.M.S.P. Co., late October; a steamer, Isthmian Line, late Sept.—early Oct.; Matador, Harrison Line, Oct. 18.

To AVONMOUTH.—A steamer, Isthmian Line, late Sept.—early Oct.

To MANCHESTER.—Pacific Shipper, Oct. 1; Pacific Trader, Oct. 14; London Importer, Oct. 21—all Manchester Liners.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Transporter, C.G.M.M., Oct. 24.

To BORDEAUX, HAVRE AND ANTWERP.—Alaska, Oct. 5; Texas, Oct. 15—both Cie. Gle. Transatlantique (French Line).

To ANTWERP.—Eemdyk, early October; Loch Gail, late October—both R.M.S.P. Co.; Raimund, late September; Osiris, early October—both United American Line; Canadian Miller, C.G.M.M., Oct. 3.

To ROTTERDAM.—Eemdyk, early October; Loch Gail, late October—both R.M.S.P. Co.

To HAMBURG.—Eemdyk, R.M.S.P. Co., early October; Raimund, late September; Osiris, early October—both United American Lines.

To BARCELONA, GENOA, LEGHORN, NAPLES AND TRIESTE.—Piave, Navigazione Libera Triestina, Sept.—Oct.

To WEST INDIES AND EAST COAST OF SOUTH AFRICA.—West Notus, Pacific-Argentine-Brazil Line, early October.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreements (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916. (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

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COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cormack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 500. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

India and Ceylon

Acting Trade Commissioner, P.O. Box 2003. Calcutta. *Cable Address, Canadian.*

Irish Free State

A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

W. McL. Clarke, Via Manzoni 5, Milan 2. *Cable Address, Canadian.*

Japan

A. E. Bryan. Address for letters, P.O. Box 230; office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

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Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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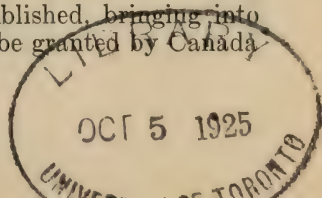
TRADE AGREEMENT BETWEEN CANADA AND AUSTRALIA BROUGHT INTO FORCE

According to a cablegram received from Mr. D. H. Ross, Canadian Government Trade Commissioner at Melbourne, October 1, 1925, has been gazetted there as the date for bringing into force the preferential trade agreement between Canada and Australia. Particulars of this agreement were published in *Commercial Intelligence Journal* No. 1118, July 4, 1925, pages 5-8.

In order that Canadian goods enjoying the tariff preferences in Australia provided for in this agreement may be granted such preferences, the Canadian exporter is required to furnish a certificate of origin in accordance with Australian regulations. As well as observing this requirement in making future shipments, exporters who have made recent shipments to Australia of goods entitled to preference are advised to forward certificates of origin covering such goods in all cases where it seems likely that the goods would not be entered at Customs in Australia before the agreement went into force.

A leaflet (F.T.D. Leaflet No. 3-C) setting forth the Australian form of certificate of origin, with accompanying explanatory notes regarding the conditions on which preference is granted, is being issued by the Department of Trade and Commerce. A copy of this leaflet will be mailed to interested firms on application to the Department of Trade and Commerce, Ottawa. The form of invoice and certificate of value for goods exported to Australia, whether or not entitled to preference, has also been modified recently and the modified forms are obligatory after October 1. These forms will be included in F.T.D. Leaflet No. 3-C.

An extra edition of the *Canada Gazette* has been published, bringing into force on and after October 1, 1925, the tariff concessions to be granted by Canada to Australia under the agreement in question.



SUMMARY OF THE TRADE OF CANADA: MONTH, FIVE MONTHS, AND TWELVE MONTHS ENDING AUGUST, 1925

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of August, 1925				Five Months ending August, 1925				Twelve Months ending August, 1925			
	Total Imports	From United Kingdom	From United States	\$	Total Imports	From United Kingdom	From United States	\$	Total Imports	From United Kingdom	From United States	\$
<i>Imports for Consumption</i>												
Agricultural and Vegetable Products.....	16,055,968	2,421,993	7,868,225		80,516,063	12,180,597	37,950,230		180,353,501	29,643,176	81,647,265	
Animals and Animal Products.....	3,773,118	6,453,547	2,680,061		18,028,120	2,615,085	12,237,903		43,914,680	5,766,002	29,860,214	
Fibres, Textiles and Textile Products.....	15,977,179	6,598,929	6,384,272		72,389,640	28,334,068	30,006,986		174,706,039	72,128,674	70,850,799	
Wood, Wood Products and Paper.....	3,298,779	3,325,824	2,781,305		12,840,091	8,319,378	13,388,760		37,004,821	3,605,045	32,544,553	
Iron and its Products.....	16,346,483	1,902,868	14,048,498		76,265,195	9,991,175	63,766,254		149,017,215	17,999,633	127,383,210	
Non-Ferrous Metals and their Products.....	3,653,405	4,230,139	2,793,108		17,670,431	2,515,212	14,069,959		42,349,814	4,582,398	34,049,902	
Non-Metallic Minerals and their Products.....	15,614,014	1,635,715	13,330,137		61,008,120	6,595,604	49,767,258		118,178,173	11,818,173	113,682,898	
Chemicals and Allied Products.....	2,140,340	341,218	1,363,347		11,197,086	1,716,301	7,364,773		26,262,509	4,100,264	17,307,819	
Miscellaneous Commodities.....	5,215,174	729,814	3,595,094		21,232,939	2,996,946	15,437,972		47,630,223	6,917,047	33,797,910	
Totals, 1925.....	82,074,474	14,878,392	54,844,050		374,157,565	66,926,403	245,997,076		837,861,939	156,580,412	541,127,570	
1924.....	61,969,577	12,758,034	38,410,918		323,228,163	61,451,320	214,746,639		833,615,913	150,482,174	549,859,473	
1923.....	78,825,677	12,945,459	54,368,185		392,979,117	84,595,836	266,143,613		891,951,035	153,595,329	605,216,610	
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	43,886,392	23,106,200	5,319,916		188,141,241	105,288,047	23,200,182		463,114,365	271,534,202	48,063,332	
Animals and Animal Products.....	22,872,810	14,825,107	5,643,080		75,746,202	42,469,597	23,353,872		185,005,269	95,636,531	62,410,710	
Fibres, Textiles and Textile Products.....	24,743,902	8,902,822	482,608		3,868,445	6,092,692	1,980,179		10,108,861	2,054,479	5,148,508	
Wood, Wood Products and Paper.....	4,982,695	1,907,057	21,168,483		110,585,699	8,784,269	94,361,922		262,070,357	17,872,814	226,332,709	
Iron and its Products.....	9,175,913	954,273	510,284		23,830,362	2,192,301	2,581,171		58,679,640	6,069,488	5,633,393	
Non-Ferrous Metals and their Products.....	2,151,664	89,831	6,378,580		38,565,830	6,822,293	28,721,530		97,761,169	18,108,228	61,395,277	
Non-Metallic Minerals and their Products.....	1,358,537	423,021	1,515,414		6,469,692	1,628,660	2,887,883		22,027,779	1,333,041	14,399,041	
Chemicals and Allied Products.....	1,331,173	232,306	597,059		6,576,182	1,628,660	2,887,883		17,118,688	3,846,802	8,415,885	
Miscellaneous Commodities.....	111,409,525	42,163,998	42,545,819		6,329,945	1,176,394	4,020,928		14,867,429	3,537,858	8,856,442	
Totals, 1925.....	73,821,631	26,410,205	32,521,395		462,817,429	169,433,684	184,489,742		1,130,753,557	420,253,443	440,715,263	
1924.....	80,021,409	25,033,604	36,767,444		401,131,225	145,023,674	161,181,623		1,000,105,452	385,328,125	418,575,169	
1923.....	80,021,409	25,033,604	36,767,444		386,376,799	119,753,331	173,223,993		1,001,187,574	381,123,290	407,271,189	
<i>Exports (Foreign Produce)</i>												
Totals, 1925.....	1,004,289	65,280	774,251		5,378,592	374,130	4,510,772		12,604,353	1,032,754	10,441,324	
1924.....	990,995	163,539	762,045		5,068,529	645,991	3,836,947		12,434,407	1,385,810	9,817,000	
1923.....	1,308,627	125,262	1,079,243		6,046,363	363,201	4,966,312		14,006,562	884,867	11,339,286	
<i>Excess of Imports (i) or All Exports (e)</i>												
1925.....	(e) 30,339,340				(e) 94,038,456				(e) 305,495,971			
1924.....	(e) 12,852,049				(e) 72,971,591				(e) 238,923,976			
1923.....	(e) 2,504,359				(i) 555,955				(e) 123,253,101			
					(i) 87,864,303				(e) 264,745,785			
					(i) 94,218,345				(e) 235,231,761			
					(e) 85,500,096				(e) 223,417,823			

CATALOGUES WANTED FOR THE NEW ZEALAND INTERNATIONAL EXHIBITION

The New Zealand and South Seas International Exhibition will open at Dunedin on November 12 of this year and will run for five months. This exhibition, at which Canada is to be adequately represented, has the official approval and support and is obtaining the financial aid of the Government of New Zealand. In connection therewith it is requested that Canadian manufacturers should send, in care of the Canadian Trade Commissioner, Exhibition Grounds, Dunedin, a full range of their catalogues, together with lowest c.i.f. quotations or at least quotations on the basis of f.o.b. steamers Atlantic or Pacific ports, for the purpose of interesting the many New Zealand importers who are sure to visit the exhibition. Quotations f.o.b. inland points Canada are not acceptable to New Zealand importers. This exhibition will afford such an opportunity as is not likely to recur for a long time in the making of contacts with the importers of this prosperous Dominion, which with a population of 1,250,000 bought last fiscal year \$15,000,000 worth of Canadian goods and has the largest per capita trade in the world. It is earnestly hoped that Canadian exporters will without delay furnish the catalogues and other information as requested.

THE IMPORTED DAIRY PRODUCE TRADE OF THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, September 18, 1925.—The most noteworthy feature to which attention is called in Messrs. W. Weddel & Company, Limited's, annual review of the imported dairy produce trade during the year ended June 30 last is the heavy consumption of butter and cheese at a time when prices were sustained at a high level. It is satisfactory to learn that Canada participated in this movement to the extent that imports of Canadian butter rose from 1,984 tons in 1923-24 to 6,865 tons in 1924-25. There is, however, ample room for expansion, because the greater aggregate still only represents 2.5 per cent of the 277,898 tons which came in from abroad.

In the case of butter, the volume which actually passed into consumption was much greater than ever before, yet the average prices realized, instead of being lower as the result of increased supplies, were actually appreciably higher than in 1923-24. As regards cheese, however, the heavier quantities available caused a slight reduction in wholesale quotations.

As the demand for butter ordinarily fluctuates considerably according to the prosperity of the population, and as there seems to have been no corresponding reduction in the sale of margarine, Messrs. Weddel & Company, Limited, draw the conclusion that, in spite of continued depression in the export trade and the unemployment problem, the general standard of living of the mass of the people of this country has not declined.

The figures of butter importations during the year under review show that each of the Empire sources of supply contributed increased quantities. Arrivals from Australia were 134 per cent greater than in the preceding year, and with materially larger shipments from both New Zealand and Canada, the proportion of Empire-produced butter amounted to 47 per cent of the total imports, as compared with only 35 per cent in 1923-24.

Receipts from most foreign countries were considerably less, chief reasons being the improved demand from Germany and a severe drought in the Argentine which interfered with the butter industry in that country. Upon the other

hand—and this is a feature of the highest interest—for the first time since the early years of the war, Russia shipped large quantities of butter to this country and seems to be on the high road to resuming her position as an important source of supply.

As to cheese, this remains an Empire business, 88 per cent of the import trade being contributed by the Dominions. Shipments from New Zealand were practically the same as in the previous year, but larger supplies were received from Canada and Australia.

BUTTER

The total amount of butter imported into the United Kingdom (excluding imports from the Irish Free State) during the twelve months ended June, 1925, was 277,898 tons—an increase of 53,889 tons, or 24 per cent, over 1924. This figure constitutes a record.

The quantity received from British countries amounted to 130,478 tons, or 67 per cent more than in the previous year. Canada sent 4,881 tons more and New Zealand 15,332 tons, while 241 tons were brought in from South Africa as against nil in 1924.

Upon the other hand, Argentine butter shows a decrease of 4,977 tons, Danish supplies were down by 5,850 tons, French by 2,805 tons, and Dutch by 3,995 tons. There was a big advance, however, in the case of Russia and Finland, the total imports from these sources amounting to 26,365 tons against 7,938 tons in the preceding year.

In reference to prices, the most interesting feature of the market was the great disparity between the level of the first six months and that of the second, higher values being registered throughout during the period July to December. The average price of New Zealand butter in the first period was 207s. 9d. per cwt., but from January to June, 1925, it was only 172s. 2d. Danish butter was unusually erratic in its price variations, but on the whole it achieved a very high level, in comparison with other descriptions, the average for the year being 214s. 5d. per cwt.

CHEESE

The total receipts of cheese amounted to 149,362 tons, against 138,942 tons in 1923-24, an increase of 7.5 per cent. This is the first noticeable expansion in the past five years, and, it is interesting to observe, is almost entirely due to a growth of 8,724 tons in shipments of Canadian cheese.

In contrast to butter, cheese quotations remained comparatively stable throughout the greater part of the year and showed even less fluctuation than usual. It is satisfactory to note that the average price for Canadian cheese was 98s. 4d., or 2s. 4d. above the average level for the New Zealand article.

Notes on Various Sources of Supply

NEW ZEALAND

The amount of butter graded in New Zealand from July 1, 1924, to June 30, 1925, was 70,216 tons, or 13.7 per cent more than in the previous year. Cheese graded during the same period totalled 69,993 tons, a decrease of 5.5 per cent. The increase in milk production for export, on a butter fat basis, is 7 per cent.

Messrs. Weddel & Company, Limited, comment on the development in butter production at the expense of cheese, and state that the explanation probably lies in the fact that a larger number of farmers every year are adopting the practice of separating the cream at home in order to avoid the waste of time and labour entailed in carting full milk to the factories for cheese-making. Many farmers apparently prefer to accept a smaller sum per pound for their

butter fat under these circumstances, and the suggestion is made that the tendency towards the production of butter, rather than cheese, will increase. Upon the other hand, it is pointed out that cheese factories last season made a very much better payment than butter factories, which fact will no doubt have a restraining influence upon that tendency.

The delegation which visited the United Kingdom, the Continent, and the United States to investigate the question of the marketing of dairy produce from New Zealand recommended on its return that the Control Board should take over absolute control of all dairy produce exported from New Zealand to all countries. After some little delay the Control Board, by a large majority, passed a resolution adopting the absolute control of dairy produce as from August, 1926, the details to be defined later. It was also decided that, as far as possible, dairy produce shall be marketed through the present channels, the final disposition, however, to be in the hands of the board.

AUSTRALIA

Australia enjoyed the best year ever experienced. Adequate rains kept pastures in good condition throughout the season, and the quantity of butter produced was greater than in any previous year. As, moreover, the quality was exceptionally good, and the prices realized generally remunerative, the dairying industry in Australia is now reported to be in a more flourishing condition than it has been for many years past.

Messrs. W. Weddel & Compnay, Limited, express the view that the universal adoption of the "Kangaroo" brand for all choicest Australian butter has assisted materially in increasing the popularity of Australian butter amongst the consuming public. The fact that only pasteurized butter grading 92 points or over may receive the distinctive Government grade mark "Kangaroo" has given buyers in the United Kingdom confidence in purchasing Australian butter. This is a further confirmation of the important part which brand plays in the campaign which is at present being carried on in this country to establish a greater demand for Empire products.

During the year the Dairy Control Bill came into force, and a board, representing all interests, including co-operative and proprietary companies, as well as agents, was elected by the manufacturers or nominated by the Government. Up to date very little, apart from constructional work, has been attempted, but no doubt in the near future some form or system of stabilization will be attempted. So far the board has been merely collecting data and watching the effect of control in New Zealand, and doubtless any progress made there will be closely followed in the Commonwealth.

CANADA

The section of the review which deals with Canada is reproduced in full:—

As anticipated a year ago, the production of milk or milk products in Canada during the year under review considerably exceeded that of the previous year, the quantity of cheese received from Canada during twelve months ending June, 1925, amounting to 56,605 tons, as compared with 47,881 tons in 1924. Last year's total was the largest quantity exported since 1918. Imports of butter from Canada were also heavier, amounting to 6,865 tons, as compared with 1,984 tons in 1923-24.

Although the exports of cheese were considerably greater than in 1923-24, the actual production of cheese in Canada during 1924 was slightly smaller than in 1923, while butter production showed an increase of 12 per cent. Notwithstanding the heavy export of cheese, butter, milk, cream, and canned milk, the home consumption of milk products in Canada actually absorbs 80 per cent of the production.

The current season opened with pastures in good condition, but later reports indicate that extremely dry weather is checking the production. Owing to the relatively higher prices obtainable for cheese than for butter in 1924, many milk producers in Ontario and Quebec have been induced to change over from butter to cheese production. Butter

exports during the current season are likely to be smaller than last year, although the total production of the Dominion may possibly be greater. To a certain extent milk is diverted from the manufacture of one dairy product to that of other products if the latter should, for the time being, promise better returns to milk producers. A decline in the output of any particular product does not necessarily mean a general decline in dairy production. As a matter of fact, there has been a steady increase in milk production in Canada for the past sixty years.

The export of cream from Canada to the United States is increasing rapidly year by year, the total in 1924 being equal to more than 8,000 tons of butter. The source of supply for this trade is continually being extended to points further from the border, and it appears probable that the business will continue to expand.

The grading of dairy produce for export is now well established and is, to a remarkable extent, receiving the support of both producers and exporters. For the calendar year 1924 the results of the new regulations were very satisfactory, the percentage of special and No. 1 grade of pasteurized butter and cheese showing increases of 6.6 per cent and 6.75 per cent respectively over the preceding year.

DENMARK

The year witnessed the first decline since 1919 in imports of Danish butter into the United Kingdom, the receipts being 85,206 tons as compared with 91,056 tons in 1924, a decrease of 6.4 per cent. This reduction is largely due to a greater demand from Continental countries and from America, which, although intermittent, was sufficient at times to force the price of Danish butter in this country far above that being realized for other varieties.

The great favour which Danish butter enjoys in this market is demonstrated by the fact that at one period of the year it was selling at 40s. to 50s. more than the New Zealand article.

ARGENTINA

Adverse weather conditions in the Argentine administered a severe check to the development of the butter industry. Drought and locust damage, added to an increase in the local consumption of butter, which is estimated at about 18,000 tons a year, caused exports to the United Kingdom to drop from 27,432 tons in 1923-24 to 22,455 tons this year.

In spite of this reverse, the butter producing industry in the Argentine seems to be growing rapidly. Steam creameries are generally replacing the old-fashioned home-skimmed plants, transportation methods are being improved, pasteurization is being tried, and, as a result, the general quality of the product is steadily improving. In this connection, it is stated that the Argentine Government, in order to accelerate the improvement in the quality, has engaged a number of foreign experts, whose services are placed at the disposal of any butter producer who may apply for them. The result has been that a number of Argentine brands of butter have been graded for export at no fewer than 94 points by a late New Zealand Government grader.

MARGARINE

In the margarine trade, the year has been notable in so far that manufacturers have now abandoned their practice of cutting the prices of their lowest grades far below a remunerative level and recouping themselves on the higher qualities. Each grade now bears its own expenses, and it is believed that this will have a beneficial effect on the business.

The trade is reported to be in a healthy condition. Retailers are more persistent in bringing the merits of margarine to the attention of their customers, and consumption has increased in spite of the larger supplies of butter available. Imports have advanced by about 4,000 tons during the year, and home production has probably increased to a still greater extent. A rough estimate shows that the total consumption of margarine to-day, as compared with 1914, is more than 50 per cent higher.

UNITED KINGDOM TRADE CONDITIONS

TRADE COMMISSIONER HARRISON WATSON

London, September 15, 1925.—The overseas trade returns for the month of August do not present any features of special interest, there being no change in the general position.

Imports fell in value by £10,435,000 and British exports by £5,250,000, as compared with August, 1924; but re-exports registered a marked advance of £4,530,000, or 50 per cent. In comparison with July, which contained one more working day, imports showed a reduction of £7,000,000, and British exports of £3,780,000, while re-exports expanded by £2,123,000.

In imports, the outstanding item is the growth in the value of raw rubber, which was four times greater in August, 1925, than the same month last year, and is accounted for by the recent rise in rubber prices.

In a previous report from this office attention was called to the fact that, following the announcement in April last of the Government's intention to adopt the McKenna and silk duties as from July 1, there immediately occurred a phenomenal jump in the importations of the articles affected in order to avoid payment of the new duties. This had the natural effect of glutting the market and, as was to be expected, an equally remarkable drop in arrivals of these commodities has now taken place. The figures contrasting the importations during the months of June and August respectively are as follows:—

	June	August
Clocks and parts	£ 383,023	£ 12,191
Watches and parts	480,665	22,537
Cinema films	424,767	33,817
Musical instruments	638,144	38,694
Motor cars and parts	2,623,157	444,475
Silk and silk manufactures	6,305,996	447,064
	<hr/> £10,855,742	<hr/> £998,778

The movement of wholesale prices continues in a downward direction. According to the official Board of Trade price index system, in spite of a rise of 5 per cent in food prices, the general level was lower than in August, 1924, by 5 per cent. The fall in the "iron and steel group" amounted to some 12.9 per cent, while "cotton textile" values contracted by 10.5 per cent, and "other textiles" by 9.6 per cent. These figures illustrate the tendency of these British industries to readjust their prices with a view to meeting more effectively the competition of foreign manufacturers both in the home and overseas markets.

Business generally has been quiet owing to the holiday season, and the only recent event of any economic importance was the unexpected reduction of the bank rate from 5 to 4½ per cent, which took place on August 6. This will afford a certain amount of relief to industrial concerns, in so far that the general rates for loans will be cheapened.

UNITED KINGDOM CROPS

TRADE COMMISSIONER HARRISON WATSON

London, September 15, 1925.—Unsettled and showery weather has been experienced throughout the country since the beginning of August, but on the whole the crops do not appear to have suffered materially, the chief effect of the wet weather having been to hinder harvest operations.

According to the monthly report issued by the Ministry of Agriculture dealing with crop conditions on September 1, a good deal of the wheat has now been

gathered, and most of it is in good condition, especially where harvested early. The grain generally is of good quality, although much of it is rather soft, and there are some reports of discoloration. The yield forecast is slightly better than last month's estimate, being 17.4 cwt. per acre as against 17.1.

The opinion is expressed that barley sufficiently good for malting purposes is likely to be far from plentiful. Early-sown barley is generally of a good standard, but the later-sown has in many cases suffered considerably from the wet weather. The condition of oats shows a slight improvement over a month ago.

The acreages, and prospective yields, of the three leading cereal crops as at September 1 are computed as follows:—

	1924	1925	Production 1924	Production 1925
	Acres	Acres	Cwts.	Cwts.
Wheat	1,545,000	1,499,000	27,260,000	26,083,000
Barley	1,314,000	1,319,000	20,280,000	18,994,000
Oats	2,038,000	1,867,000	29,980,000	25,391,000

The potato crop is expected to be an average one and disease is reported from only a few districts. It is estimated that the production will be 2,856,000 tons, or 160,000 more than last year, although 266,000 tons less than the ten-years' average.

Hops made good progress during August, and the crops are likely to be heavier than was anticipated a month ago. In the southeastern counties the yield is estimated at about 12 cwt. per acre, and $7\frac{3}{4}$ cwt. in the Midlands. Grass benefited by the August rains, and the second crops promise well.

COMMERCIAL CONDITIONS IN BRITISH GUIANA AND THE BRITISH WEST INDIES

TRADE COMMISSIONER H. R. POUSSETTE

Port-of-Spain, Trinidad, September 11, 1925.—In British Guiana and Trinidad conditions can hardly be described as flourishing, although nothing like a serious depression prevails; perhaps trade can best be described as passing through a period of temporary quietness. It is somewhat unfortunate that, since the British West Indies depend so much upon agriculture, their crops are not more diversified. A slump in the prices of any of the particular commodities which they produce has a very serious effect upon the fortunes of the colonies particularly concerned. For instance, the prosperity of Barbados and St. Kitts, and to a considerable extent that of British Guiana, depends almost entirely on sugar.

Sugar.—The sugar crop for the past season in British Guiana and the islands, the grinding of which is now completed, seems to have been a satisfactory one, although the prices realized were low. The crop in St. Kitts was reported to have been a record one: 130,000 tons of cane, which produced over 15,500 tons of sugar.

Cocoa.—The crop for the past season was disappointing. While the prices were satisfactory, the quantity produced was comparatively small. The returns from the cocoa crop are of great importance to Trinidad, as upon it very largely depends whether local trade will be dull or brisk. Trade about this time in the year is always somewhat slack, being between seasons, but, as far as Trinidad is concerned, business is exceptionally quiet, and will doubtless continue so until December or January.

Cocoanuts and Copra.—The prices for copra and cocoanuts are steady, and can be considered as satisfactory. The demand for these commodities is good. Cocoanuts were sold during July at \$24 a thousand for selects and \$14 for culls. Copra was sold as high as \$5.25 per cwt.

EXTERNAL TRADE OF SOUTH AFRICA DURING 1924*

TRADE COMMISSIONER G. R. STEVENS

II

South African Imports—Continued

FOODSTUFFS

Baking Powder

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	37,227	2,029	393,851	18,777
United States	790,966	88,735	920,496	99,655

It is regrettable that no Canadian firm has secured any of the very considerable trade in this commodity. Two or three American baking powders are very firmly established in this market and a number of English companies sell limited amounts. The American companies have sole stockists who purchase and distribute for them. A local manufacturer of baking powder has made strong representations for protection, and as a result a 30 per cent duty has been placed upon this article. It seems unlikely that this will particularly hurt the foreign suppliers at the moment. It will, of course, be a handicap if quantities approximate to those of imported supplies can be manufactured.

Biscuits

	1924		1923	
	Lbs.	£	Lbs.	£
United Kingdom	133,461	9,708	128,569	8,877
United States	95,214	2,935	77,309	2,100

Under 25 per cent ad valorem protection a strong local biscuit industry has been developed and the import of biscuits cannot be expected to expand. The famous English makers do not enjoy anything like the popularity which one might expect. Whether this is due to the lack of demand or to the high protection is not quite clear. It is certain, however, that local qualities of biscuits are not up to the standard of British or Canadian manufactures. This is particularly true in the case of soda biscuits, and it is possible that a Canadian firm offering a high-class article might be able to obtain limited business at a somewhat higher price than the domestic offerings. The small trade which the United States holds is almost entirely in soda biscuits. The excellent reputation which Canadian confections enjoy might be extended to assist the sale of limited quantities of high-class biscuits.

Butter

	1924		1923	
	Lbs.	£	Lbs.	£
Australia	1,397,410	96,296	668,598	50,858
New Zealand	123,200	9,682	433,680	35,314

The chief interesting factor under this item is the doubling of Australian supplies during the year under review. This has been achieved in spite of increased duties and application of dumping duties. It is stated that some of the South African dairies are now purchasing Australian butter and repacking it under their own names. In view of the difference in labour costs between Australia and South Africa, this increase in Australian supply is rather surprising, but on account of the quality and low price of Australian offerings it bids fair to become permanent. New Zealand's failure has been largely contributed to by the better prices of Australian butters.

* The first part of this review, which dealt in general terms with the imports and exports of South Africa and with the principal sources of supply, was published in our last number. Further instalments will appear in later issues.

One cannot be particularly hopeful regarding Canada's participation in this market, as the bulk of Canadian export butters are in the West, where transportation charges would militate against the supply of this market. It is doubtful if the average Australian quotation of 1s. 4d. (32 cents) per pound would be attractive to Canadian suppliers. The Australian cold storage rate is much less than the rate of \$40 per ton from Canadian Atlantic ports.

Cheese

	1924		1923	
	Lbs.	£	Lbs.	£
Holland	366,475	17,593	557,759	28,221
Italy	67,392	4,129	74,953	5,274
Canada	46,182	3,137	124,035	6,038

Canada is the third supplier of South Africa in cheeses, these being to a large extent fancy and specialty cheeses, as are the imports from her Dutch and Italian competitors. The local cheese industry is quite competent to supply all requirements of South Africa; indeed in some years a small surplus for export is available, but shortages occur from time to time. Local cheeses are of both Stilton and Cheddar type, and are rather better in quality than South African butters. They are not, however, equal to Canadian qualities, and it would seem as though Canadian exporters had been neglecting this market during the past few years. The new tariff unfortunately has tripled the duty upon imported cheeses, raising it to 30 per cent, which will effectively prevent the import of all staple goods. It is not probable that the import of fancy cheeses will be particularly affected.

CEREALS

Wheat

	1924		1923	
	Lbs.	£	Lbs.	£
Canada	59,296,795	240,360	39,970,786	190,806
Australia	236,621,214	1,041,455	189,745,533	847,224
Argentina	32,103,774	140,175	40,391,454	185,154
All suppliers	342,861,737	1,548,912	285,246,179	1,292,842

As in the case of flour, Canada's supply of wheat to South Africa has increased very considerably during the last few years. The production of wheat is not on the increase in South Africa, and ruling prices decide whether Argentina or Australia shall be the source of four-fifths of South Africa's imports. The other one-fifth can be definitely allocated to Canada irrespective of the origin of the majority of supplies. This occurs because the ratio of 1:5 of hard and soft wheat is observed by South African millers.

The imports of wheat from Australia during 1924 constitute a record, being well above the average importations and probably above the ordinary requirements. This advantage in Australian importations was, of course, aided by the short Argentine crop and was achieved in the face of dumping duties on wheat as on flours.

It should be pointed out that a considerable proportion of the Canadian wheat supplied South Africa is sold through American channels. The Canadian grain companies have not paid very much attention to this market, although many of the best South African brokers would be pleased to obtain direct connections for the purchase of Canadian wheat.

It would appear that a blending ratio of 1:5 hard to soft wheat flour will gradually be improved to perhaps 2:5, but this will be a slow process as the baking trades are by no means as well developed as in Canada or Great Britain. Moreover, the white population of South Africa is not increasing, and therefore the demand for high-class flour is more or less static.

Flour

	1924		1923	
	Lbs.	£	Lbs.	£
Canada	17,134,110	145,591	15,495,525	106,608
Australia	67,188,376	398,677	79,341,881	450,503
All suppliers	85,034,664	519,828	97,896,278	575,468

The last four years show a steady increase in Canadian flour business, which is particularly noteworthy in view of the circumstances surrounding the sale of flour in South Africa. There are a number of well-equipped flour mills in the Union, and these are situated in strategic distribution points, so that foreign suppliers do not enjoy any advantages in competing in outlying parts of South Africa. Moreover, flour is under the fairly high protection of 6s. 6d. per bag of 198 pounds. Australia has been under a particular disadvantage during the past eighteen months owing to the imposition of dumping duties against her flours, and the entire falling off in her supplies is probably attributable to this. The increased purchases of Canadian flour are likewise noteworthy, particularly as they have been paralleled by equally marked increases in the purchases of Canadian wheat for local milling.

It is difficult to state whether any particular amount of Canadian flour goes into direct consumption in South Africa. Certainly a very large proportion of it is used for blending purposes by bakers, and to some extent by millers. The present blend would appear to be 80 per cent soft or winter wheat flour and 20 per cent Canadian hard wheat flour. With Canadian wheat high in price it sometimes pays better to import Canadian flour than Canadian wheat, as the offal from the milling of Canadian wheat does not yield a return proportionate to the increased cost over cheaper wheats.

Breakfast and Proprietary Cereals.—A few well-known specialties furnish very considerable imports under this head. Two Australian milk and malt proprietary articles account for £25,000 in the total, and an American corn flour for another £20,000. In addition there is about £20,000 worth of British preparations of a semi-medical nature imported, such as patent barley, groats, and special flours.

Breakfast foods have comparatively small sale although a number of Canadian manufacturers are represented and selling from time to time. This is an upper-class trade and no great expansion of the market can be anticipated.

On account of freight and duty differentials, it would be advantageous for Canadian manufacturers of proprietary cereals to arrange for the local packing of their products by some of the large milling companies. This has already been done in the case of one or two British preparations.

Oatmeal

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	1,790,883	27,470	1,905,476	30,212
Canada	2,491,760	21,677	1,159,601	15,463
United States	661,931	8,688	403,057	6,986
Holland	409,268	3,261	497,096	3,285
All suppliers	6,059,655	61,174	3,975,198	57,055

The above statistics include rolled oats, ground oatmeal, and a small amount of tinned porridge. Canada is the preponderant supplier of rolled oats in bulk; indeed much Canadian oats is packed in South Africa in small containers and sold as South African oatmeal. On account of freight differentials and tariff advantages, this bulk trade would appear to be destined to improve at the expense of Canadian packed supplies. The demand for oatmeal is very widespread in South Africa, and Canada should continue to supply a large percentage of requirements.

Great Britain's supplies consist largely of ground oatmeal from one famous packer who sells large quantities each year in 7-pound tins. The same firm supplies a good percentage of the tinned porridge.

The United States and Holland would appear to be gradually losing their business in this market, although early in 1925 Dutch quotations were very active. The opinion is expressed that a percentage of the Dutch shipments are in reality repacked American supplies.

CONFECTIONERY

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	2,530,685	198,795	2,559,719	212,814
Canada	135,780	17,030	162,974	13,159
Switzerland	278,793	31,141	242,589	25,787
Holland	240,627	14,458	129,735	8,872
United States	116,616	7,946	162,594	9,871
All suppliers	3,631,953	289,303	3,573,328	295,466

There has been little change in this item from previous years, slightly higher volumes being imported at slightly lower prices. Great Britain remains the preponderant supplier, but none of the sources shows any appreciable increase with the possible exception of Switzerland. There is no question but that domestic confectioneries are improving in quality and are competing with grades of imported sweets which they did not affect in the past. Nevertheless, there is very considerable leeway to be made up by the local manufacturers and for some years at least Canada will be in a position to expand her trade in high-grade confectioneries.

In the new tariff the duty upon imported confectioneries has been raised to 35 per cent ad valorem, with a considerably lower duty upon slab chocolate in any form. The majority of confectionery imported, however, sells on name rather than upon price, and only the lower-class ranges of imports will be affected by this increase in duty.

It is interesting to note the strides which Great Britain has made of late years in marketing her confectionery in French and American styles. In boxed chocolates particularly, extraordinarily fine ranges of designs are being shown by some of the better-known British exporters. They seem likewise to have mastered the art of shipping to tropical countries to a greater extent than even their Continental or American competitors. Canadian confectionery has a very high reputation upon this point.

FISH—DRIED

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	2,210,816	53,571	2,064,161	51,181
Holland	753,697	11,771	718,244	10,948
Canada	17,190	714	164,530	1,861
All suppliers	3,093,004	62,293	3,037,466	68,522

The development of the South African fisheries has not lessened in any degree the demand for imported fish. It is hard to realize the reason for this, when South African waters abound in a plentitude of food fishes and the interior has adequate supplies of very cheap meat. The South African fishing industry, however, has not developed mild curing successfully, and the consuming population have a thorough British respect for such fish as breakfast and supper dishes.

The chief articles of import are kippers, mild-cured haddock, with a limited and diminishing trade in salted herrings. This latter fish is being replaced to some extent by the panga (a local relative of the herring).

Great Britain is, of course, preponderant in all these lines, although Canadian kippers and haddock have been sold in South Africa. The Canadian haddock was quite popular, but the kippers less so. The Dutch imports consist almost entirely of barrelled herrings.

There is a fair trade in smoked salmon, but to date no Canadian sources of this fish have been discovered. It is the opinion of importers that the fish is brought from Canada to Great Britain in brine and smoked there. A fairly high price is obtainable for this particular fish.

The British business in smoked sprats and red herrings is practically in equilibrium, and increases are almost entirely confined to haddock and kippers.

Canada has not been particularly successful to date in the supply of mild-cured fishes, due largely to better British prices and superior marketing organization. As a growing trade this business should be watched.

FISH—CANNED

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	1,545,151	40,576	1,197,725	50,181
Canada	1,914,424	51,029	594,304	22,433
Norway	2,462,388	127,936	1,763,150	87,965
United States	1,203,776	38,846	1,969,241	57,342
All suppliers	8,370,920	319,924	6,489,227	271,569

A gratifying increase in the Canadian supplies of tinned fish is to be noted during the period under review. This improvement is almost entirely due to the Canadian replacement of the United States as a chief supplier of tinned salmon.

The British Columbia packers have been increasing their direct representation in this market to the detriment of Alaska packers, who have sold largely through New York and English merchant houses. Canadian prices upon all grades, but particularly No. 1 and Chums, have been consistently better than American quotations, and it is probable that the present year will see a continued improvement in Canada's position in this item. Another reason for the decided improvement is the very considerable attention that the Canadian packers have been giving to the South African market.

Canadian salmon agencies are in great demand as the advantages of Canadian connections are realized. It is unfortunate that a lack of direct service prevents the delivery of British Columbia salmon without transshipment at New York, but as American fish must be routed in the same manner the Canadian firms do not undergo any disadvantage.

It should be noted in passing that this is one of the few items upon which Canada has retained a preference in the new tariff, Canadian fish being assessed at 1d. per pound as against 1½d. per pound for foreign supplies.

The Canadian packers represented in this market should give particular attention to the possibilities of developing a trade in other parts of Africa. The natives of British East Africa, Rhodesia, and the Belgian Congo can consume enormous quantities of any tinned fish stuff which can be supplied at sufficiently cheap prices. It seems probable that pilchards, or some similar fish, if put up in smaller containers, might be introduced and might obtain very large business. Even in their present containers, pilchards should be offered by the British Columbia packers to the territories aforementioned, as similar cheap fish is being sold there by other countries. The point of cheapness is, of course, the crux of the whole trade.

Sardines.—There seems to be no limit to the possibilities of the sale of cheap sardines in South Africa. As the statistics show, the Norwegians have developed this business far in excess of any others. There are two Canadian

packers catering to this trade and obtaining very good business. Any other Canadian packer of any type of small fish can attempt this market with profit.

It is interesting to note that Russia appears as a considerable supplier of tinned fish to South Africa. This trade consists of Siberian salmon which is well regarded in this market, together with limited imports of sprats and anchovies. The imports average about £30,000 per annum.

FRUITS—APPLES

	Boxes	£
Canada	15,970	9,178
Australia	5,426	3,493
United States	3,175	1,962
All suppliers	24,571	14,944

There are no statistics for this item in 1923, as it was not differentiated in the customs returns.

A steady demand continues for imported apples during the South African winter. Canada has held the bulk of this trade for some years and will probably continue to do so. The majority of supplies consist of British Columbia apples, and therefore are boxed rather than barrelled. The excellent packing, flavour, and colour of British Columbia fruit has created a wide preference for it over Australian and American offerings and the trade, although small, is very firmly established. The apples of particular demand are Jonathans, McIntosh Red, Spitzenberg, Ben Davis, and Winesaps. Of these all stand the long voyage excellently, with the possible exception of the McIntosh Red. The trade is largely in the hands of English fruit brokers, who export South African fruits as well, and therefore the incoming supplies receive expert attention and are distributed in the best possible condition.

Inquiries have been made at this office during the past year regarding the possibility of returning apples to Canada in the Canadian off season. It is questionable whether this is feasible at present, both because of the Canadian storage and refrigeration arrangements which enable Canada to carry over her own apples and also because the South African apple industry is still in its early stages. There are about three million trees planted in the Union, but a considerable percentage of the orchards are not upon a commercial scale. Moreover, the quality of fruit to date is hardly comparable with that of Canadian fruit.

FRUITS—BOTTLED AND TINNED

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	51,531	2,746	36,512	1,891
Australia	103,519	1,800	45,388	767
United States	140,157	5,410	91,155	3,923
All suppliers	401,239	14,970	248,745	9,656

In spite of the relatively large increase in imports of bottled and tinned fruit during the past year, the trade in all except specialties is doomed. Local competitors are improving their tinned fruits rapidly, and with the lack of high-class demand the imports of bottled and tinned goods are certain to be ousted.

The remaining strongholds of the American and British businesses under this item are in small acid fruits, which are not grown to any extent in this country; but the demand for these products is likewise on the decline. Continental imports are almost entirely specialties which do not compete with any other supplies. The strength of the local manufactures is shown by the fact that no application was made for increased protection upon the tinned and bottled fruit trade during the last revision of the tariff.

GELATINE

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	104,101	7,032	81,561	6,357
Australia	140,945	7,605	100,229	5,583
Belgium	156,799	7,748	152,588	7,703
All suppliers	458,971	28,187	379,080	23,251

There is a steadily increasing import of gelatine, of which Great Britain, Australia, and Belgium have three-quarters of the business. The bulk of the Australian gelatine is brought in by a packing company which packs into domestic packages for the retail trade. In view of the industrial expansion of South Africa, it is probable that this business will continue to improve, and Canadian manufacturers of gelatine might give this market their attention. The trade will necessarily be in bulk, as the Australian packers would appear to have a monopoly upon the small-package requirements.

JAMS AND JELLIES

Including Fruit Jelly and Custard Powders

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	794,751	37,749	716,178	36,045
All suppliers	907,650	41,638	789,176	42,368

The imports of jams and jellies, fruit, pudding and custard powders are likewise waning before local competition, and in a comparatively short time South Africa should be self-sustained in these foodstuffs. The new tariff has increased the protection of the local manufacturers by 8 per cent ad valorem, which will affect the imports of jams and jellies particularly but will hurt the imports of fruit, pudding and custard powders—a trade which Great Britain monopolizes, supplying approximately £25,000 in value each year. These powders are now being packed locally by branches of English and Australian concerns. As in the case of jams and jellies, however, their quality still leaves something to be desired, and a limited import will remain for the higher-class trade.

South African producers of jams and jellies are very keen concerning the possibilities of their products, and they are looking towards export. It is doubtful if the quality of South African jams and jellies has sufficiently improved to attempt competition at present, but it is a development to be anticipated.

ECONOMIC CONDITIONS IN JAMAICA

TRADE COMMISSIONER JAS. CORMACK

Kingston, September 16, 1925.—An important movement has lately been set afoot to establish a Producers' Association, the prime objects of which are to unite the several thousand agriculturists in the Colony; to obtain thereby better prices for local produce; to improve the quality and increase the volume of articles exported; and to establish a co-operative selling organization. Nothing of the kind has ever been attempted in Jamaica before, and high hopes are entertained of the venture. Among the pioneers of the movement are to be found many of the most prominent planters, professional and business men.

Taking all circumstances into account, business conditions are moderately good. Wholesale business is more satisfactory than was anticipated. Cocoa-nuts have taken a slight advance in price, as is usual at this season of the year, when purchases for the Christmas season commence. Rum continues quiet. Present f.o.b. prices of the chief items of export are as follows:—

	£ s. d.
Sugar, refining crystals (basis 96 degrees polariscope test, per ton of 2,240 pounds) .	14 0 0
Rum, good ordinary (per imperial liquid gallon, nominal)	0 3 6
Bananas (per count stem)	0 2 6
Cocoanuts (per 100 nuts)	12s. to 14s.

CANADIAN TRADE WITH THE MIDDLE EAST

TRADE COMMISSIONER A. B. MUDDIMAN

Singapore August 17, 1925.—The past fiscal year was marked by an all-round increase in the exports of Canadian goods to the Straits Settlements, the Dutch East Indies and Siam. A study of the figures shows that the trade has increased slowly, but steadily during the past three years, and in view of the fact that none of the countries in question offer any tariff preferences to Canada, it may be taken that such Canadian goods as are imported here regularly meet the full force of world competition and are able to hold their own.

The figures for the fiscal years 1923, 1924, and 1925, ending March 31, are as follows:—

	1923	1924	1925
Straits Settlements	\$ 574,273	\$1,280,543	\$1,645,682
Dutch East Indies	654,859	1,104,074	1,473,951
Siam	60,234	115,781	162,330
French Indo-China .....	.....	8,275	8,429
Totals	\$1,289,366	\$2,508,673	\$3,290,393

There are no direct Canadian steamship lines from Singapore to Canadian ports, nor are there Canadian banks or other financial institutions in this territory. A certain amount of business is done, however, by two Canadian life insurance companies in part of the area.

It is necessary, in order to obtain business here, for firms to satisfy themselves that their product is wanted, that it is competitive in price, and that full particulars and, wherever possible, samples have been sent. The Middle East does not buy what it does not know, nor does it buy what it cannot see. Samples of rubber-soled canvas shoes recently procured one factory orders for 2,500 pairs. Samples of sardines have ultimately established another firm with orders for 550 cases and a request for an agency. Proof that the furnishing of samples is an almost indispensable pre-requisite to the opening up of business relations has been shown over and over again. One factory making bathing suits has, through sending samples and prices, just received four small initial orders from three centres, widely separated by distance.

The trade returns for the past year show that the Singapore box shook trade began very well, but Canadian exports practically ceased during the latter half of the period. The automotive industry maintained its outstanding position in the Straits Settlements, the Dutch East Indies, and Siam. The most notable feature is the recovery of the freight automotive business. In automobile tires, Canada's business is increasing. In the Netherlands East Indies, the figures were 23,279 pneumatic casings as against 22,435 in 1924; 31,107 inner tubes as against 16,815 in 1924; 1,777 solid rubber tires as against 1,410 in 1924. In the Straits Settlements, the gain was chiefly in pneumatic casings: 17,427 as against 12,877. The automobile parts trade has fallen off slightly in Singapore, but doubled in the Netherlands East Indies.

The shoe tack trade is increasing, but should be carefully nursed by interested firms. The canned salmon trade is recovering and should extend. In 1924 only 7,707 cwt. came into Singapore, while in 1925 the imports reached 12,604 cwt. The figures for the Netherlands East Indies were 980 cwt. as against 7,995 cwt. respectively—a remarkable gain; those of Siam were 12 cwt. against 101 cwt.

Canada has ceased since the war to be a serious factor in the large local condensed milk trade, which is to-day practically in the hands of one large combine. Canadian honey and canned fruits and chocolates are all selling to some extent, and selling through samples. Many requests have been received for light cotton duck from importers, but no Canadian firm seems interested. In

Singapore importation of enamelled and black pipes and of valves has continued, and it is hoped culverts and water meters from the Dominion may be introduced ultimately. The largest market in this territory for such lines is Java, but as yet no connections have been established. Belgian and German prices are beyond competition. In the wire nail trade, Canada was again unable to compete because of price. High freights have prevented Canadian acetic acid from meeting Continental competition, and this also applies to the large trade in calcium carbide for the Netherlands East Indies. In the trade in scales, Java has increased but Singapore decreased. There would seem to be no reason why cheap qualities of Canadian leather and paper cannot be disposed of.

In summing up, the returns for the fiscal year 1925 may be regarded as most encouraging with an increase of \$781,719 over the previous fiscal year, and probably as far as Singapore is concerned, represents a year's trade that Canada is not likely to pass for some time. In regard to the larger market in the Netherlands East Indies, an increase will only come by sustained effort. In this connection, it may be stated that the United States has opened a Trade Commissioner's office in Batavia, Java. There are about forty Canadian factories with definite distributors in Singapore, and the list for the Netherlands East Indies will soon equal and should surpass the smaller trade of Singapore. While the returns of Singapore are large, it must be remembered that the bulk trade includes produce coming in for transshipment. Thus, if the returns are properly analyzed, it will be found that the majority of shipments in are also shipments out, helping to swell a somewhat fictitious total and being counted twice.

Owing to the scattered nature of this territory, extraordinarily localized demands are found. The Netherlands East Indies would stretch, it is said, from San Francisco to the Bahamas, if superimposed on the map of the North American continent. The area also comprises British, Dutch, French and even Portuguese colonies as well as an independent kingdom. The commodities that sell in Siam do not necessarily find a market in Java or vice versa. Sumatra, with its adjacent islands, is about as large as California.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York, September 24, 1925.—With the agricultural outlook good and industrial operation normal, increased business activity in the next few months is generally expected.

THE STEEL INDUSTRY

According to Pittsburgh advices, steel ingot production continues high, the present rate being in the neighbourhood of 136,000 tons per day, or some 22 per cent above the past six-year average. The position of producers is reported improved on account of heavier operation and the placing of unit costs as low as wage and freight rates permit. Production of iron in August increased, after four months of a decline from the year's high point of March. The 2,704,476 tons pig-iron production for August averaged 87,241 tons a day, as compared with a total of 2,664,024 tons in July, or 85,936 tons a day.

THE AUTOMOBILE INDUSTRY

Activity in the automobile industry is being maintained and the output of passenger cars in the first eight months of this year was 2,644,583, a gain of 12 per cent. Trade authorities predict a total production for the year of over 3,650,000 passenger cars, which would exceed the record production of 1923.

THE BUILDING INDUSTRY

The high rate of activity in the building trade continues. August permits issued in 166 cities, as reported to Bradstreets, amounted to 332,412,053, which is 1.8 per cent less than July, but 38 per cent above the figures for August, 1924. The New York City total was 6 per cent above July and 1.82 per cent above August, 1924.

THE COTTON AND WOOLLEN INDUSTRIES

A continued improvement in both the cotton and wool manufacturing industries is reported. Following the long period of depression in the former industry, the mills are operating over a quarter more machinery than at this time last year, and the cotton consumption in August was 448,665 bales as compared with 357,780 bales in August, 1924. Prices during the month were reported constant and stocks reduced. The latest forecast of the United States Department of Agriculture, based on the crop condition of September 16, raises the cotton crop forecast to 13,931,000 equivalent 500-pound bales as compared with a forecast of 13,740,000 bales two weeks ago. The 1924 crop was 13,627,936 bales.

THE EMPLOYMENT SITUATION

The Bureau of Labour Statistics reports that there was more employment in August. In manufacturing industries this increased 0.8 per cent as compared with July. Aggregate earnings of employees increased 1.8 per cent and per capita earnings 0.9 per cent. The passing of the vacation season and the completion of inventory-taking and repairs doubtless accounts for these increases, which indicate a return to conditions prevailing in June.

THE PRICE SITUATION

The most noteworthy feature of the price situation is the decreasing disparity between the prices of farm products and other products, which has been most marked during the past few years. Dun's index shows an average decline in prices of $1\frac{1}{4}$ per cent during August, but an advance of $3\frac{3}{4}$ per cent as compared with September 1, 1924. In the seven groups of commodities for which separate index numbers are reported, four declined during August, including breadstuffs, metals, dairy and garden products, and textiles, while three showed advances, including other foods, metals, and miscellaneous.

BUSINESS FAILURES

Both Dun's and Bradstreet's report the smallest number of business failures in August, since September of last year. Failures in August were 5.7 per cent less than those of August, 1924, with liabilities 18 per cent lower than those of July and 40 per cent below those of August, 1924, or the smallest monthly aggregate since May, 1920.

THE FINANCIAL SITUATION

The August sales of stock on the New York Exchange had the largest recorded total of any August in thirty-five years. In the eight months ending August 31, over 108,200,000 more shares changed hands than in the corresponding period of 1924. Sales in the bond market in August declined. Bank clearings in New York City were 6 per cent below those of August, 1924, and 15 per cent greater in the eight months of the year. Clearings in 188 other cities in August were 10 per cent greater than those of August, 1924, and 13 per cent greater than those of the first eight months. At the time of writing call money rates had fallen to $4\frac{1}{2}$ per cent.

Foreign exchange has remained fairly stable.

THE FOREIGN TRADE OF MEXICO
TRADE COMMISSIONER C. NOEL WILDE
VIII

Imports of Paper and Paper Products

[All values are given in Mexican pesos, the par value of the peso being 49.85 cents, Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

The Mexican official classification divides the imports of paper and paper products into four main groups, as follows:—

	1910-11	1919	1924
Pulp and waste paper	\$ 619,123	\$ 565,981	\$ 762,756
Paper and card board	1,028,407	3,253,199	2,497,512
Manufactured papers	1,727,313	2,180,834	2,611,493
Manufactured articles ("Artefactos")	2,234,096	2,425,677	3,804,112
	<hr/> \$5,608,939	<hr/> \$8,425,691	<hr/> \$9,675,873

A report upon "The Market for Pulp and Paper Products in Mexico" appeared in *Commercial Intelligence Journal* No. 1108, dated April 25, 1925, to which exporters are referred for details of the general nature of the demand. In view of the importance of the subject to Canadian trade, however, it is considered desirable to provide statistical information of a more comprehensive character than has previously been published.

PULP AND WASTE PAPER

Practically the whole of the imports are represented by paper pulp, the foreign trade in waste paper being absolutely negligible. The following figures represent the value of the imports for the years stated: 1910-11, \$619,123; 1912-13, \$1,017,776; 1918, \$7,178; 1919, \$565,981; 1923, \$823,629; 1924, \$762,756.

The great decrease during the world war will be at once apparent. The following gives the countries of origin of pulp imports, with both weights and values, for the three typical years selected for purposes of comparison:—

	1910-11		1919		1924	
	Tons	Value	Tons	Value	Tons	Value
Germany	1,023	\$ 86,561	....	....	3,063	\$391,549
United States	251	20,579	1,637	378,046	4	2,153
Norway	4,293	316,660	....	27	521	58,425
Sweden	264	16,480	1,134	171,183	1,050	104,653
Canada .. . . .	....	....	77	14,529	223	29,198
Czecho-Slovakia .. . . .	....	....	....	....	1,167	116,071
France .. . . .	....	....	....	....	479	52,317
Total from all sources..	<hr/> 8,102	<hr/> \$619,123	<hr/> 2,853	<hr/> \$565,981	<hr/> 6,557	<hr/> 762,756

It may be mentioned that the reduction in imports during recent years does not reflect a decreasing demand so much as an increased capacity for local production, the paper mills of Mexico now manufacturing a fair proportion of their own requirements.

PAPER AND CARDBOARD

The following figures give the value of imports during the years stated: 1909-10, \$892,892; 1910-11, \$1,028,407; 1912-13, \$853,768; 1918, \$1,391,751; 1919, \$3,253,199; 1923, \$2,338,377; 1924, \$2,497,512.

The official statistics classify this item only according to colour, weight, and mechanical wood-pulp contents; the following gives the imports for 1919 and

1924 on this basis (it is impossible to provide a comparison with 1910-11 on account of changes in classification):—

Weight Gr. per sq. meter	Colour	Mech. Wood pulp contents %	From	Tons	1924
Up to 50	All	All	Spain .. .. .	..	\$ 92
			United States.. ..	487	298,402
			Italy	76	26,739
			Germany	431	194,743
			Sweden.. .. .	111	33,373
			Total	1,172	598,483
50 to 100	Natural	All	United States	671	162,026
			Germany	247	75,998
			Total	1,062	273,573
50 to 100	White	Up to 40%	Canada	68	30,602
			United States.. ..	687	331,114
			Germany	314	92,342
			Total.. .. .	1,226	515,220
50 to 100	White	More than 40%	United States.. ..	179	48,749
			Germany	585	123,342
			Total	772	174,018
50 to 100	White	More than 75%	Germany	1,079	223,561
			United States	1,122	215,506
			Total.. .. .	2,233	446,601
50 to 100	Dyed	All	United States.. ..	103	55,362
			Total	129	62,902
More than 100	Natural	All	United States.. ..	528	114,082
			Germany	149	29,067
			Total	748	152,169
More than 100	White	All	Spain	42	27,741
			United States.. ..	184	104,896
			Germany	75	27,101
			Total.. .. .	346	178,096
More than 100	Dyed	All	United States	127	61,129
			Germany	61	17,281
			France	12	7,511
			Canada	5	2,774
			Total	234	96,450

MANUFACTURED PAPERS

The values of these for the three typical years were as follows: 1910-11, \$1,727,313; 1919, \$2,180,834; 1924, \$2,611,493.

This classification consists of a large number of items, few of which are of great interest to Canadian exporters. Among the more important may be mentioned printed advertisements (frequently accompanying the products to which they refer), which were imported in 1911-12 to the value of \$193,955, and in 1924 to the value of \$274,221; these imports were discouraged by a high duty. Cigarette papers were imported in 1924 to the value of \$644,868, principally from Spain and France.

"Paper in sheets of less than 45 centimetres in length on any one of its sides, and ruled paper," accounted in the same year for \$163,420, coming chiefly from the United States, Germany, and Spain. Letter headings, etc. (defined as "paper with monogram, letter heads or bill heads, printed, lithographed, or engraved"), is an important item, amounting in value to \$395,309 in 1910-11, \$88,086 in 1919, and \$281,444 in 1924; 70 per cent comes from the United States. Wallpaper also forms a large article of import, the figures being as follows: 1910-11, 957 tons (\$449,389); 1919, 915 tons (\$751,470); 1924, 934 tons (\$964,141). The United States is the chief source of supply, but France, Germany, Belgium, Great Britain, and Canada also have a substantial share of the trade.

Manufactured Articles.—1910-11, \$2,234,096; 1919, \$2,425,677; 1924, \$3,804,112. This classification also contains a number of items of minor

interest to Canadian exporters, and does not require detailed analysis. The following are the figures for 1924:—

	Tons		From
Rough articles of cardboard, of the natural colour of the pulp	2,046	\$ 761,473	United States, 99%.
Articles of paper, n.o.s.	651	969,718	United States, 60%; Germany, 30%.
Maps, charts, school books, periodicals, etc.	954	298,460	United States, 25%; Norway, 20%; Sweden, 22%; Spain, 12%; France, 11%.
Printed catalogues, bound	12	22,715	United States, 90%.
Printed catalogues unbound	38	46,643	United States, 90%.
Pictures, on paper or cardboard	42	208,395	United States, 65%; Germany, 20%.
Cinematograph films unprinted	4	33,546	United States, 50%; Germany, 30%.
Cinematograph films, printed	17	443,581	United States, 90%.
Blank books	8	27,859	United States, 90%.
Books printed or blank, bound in velvet, ivory, celluloid, etc.	2	18,982	France, 60%.
Music printed or manuscript	50	152,122	United States, 80%.
Books, bound in cardboard, leather, etc.	251	641,092	United States, 40%; Spain, 25%.
Playing cards	9	39,433	United States, 50%; Spain, 40%.
Envelopes common	119	125,396	United States, 75%.
Envelopes printed	7	14,697	United States, 80%.
		<u>\$3,804,112</u>	

DOCUMENTATION OF SHIPMENTS TO MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, September 17, 1925.—Shippers of goods to Mexico have claimed that discounts or other deductions should be allowed for when making out consular invoices and these are now being permitted. A circular to that effect has been issued to all Mexican Consuls.

Precautions, however, must be taken, by whatever means may be considered adequate, to ascertain that such discounts are not intended as a subterfuge on the part of shippers to avoid the payment of proper consular fees. In consular invoices (which are the documents on which the customs clearance certificates are based) there will thus be declared the net amount upon which the 5 per cent consular fee is based; and these documents will not show the discounts made from the commercial invoices.

Suitable penalties are provided for wrongful declaration, such penalties being borne by the consignee in Mexico, who is regarded in this respect as being responsible for the acts of the shipper.

JAMAICAN CUSTOMS FORMS

Exporters are reminded that the form of invoice and accompanying certificate required under Jamaican customs regulations should bear the signature of exporter and witness in two places, namely, at the end of the invoice proper and after the certificate of value or combined certificate of value and of origin, as the case may be. Otherwise the Jamaican forms are similar to those used for shipments to other British West Indian colonies. The forms in question are printed in F.T.D. Leaflet No. 41, which may be obtained on application to the Department of Trade and Commerce.

SITUATION IN BRAZILIAN MOTOR VEHICLES MARKET

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, September 7, 1925.—In spite of the depressed condition of trade during the last few years, increase in the importation of motor vehicles, parts and accessories to Brazil has been little less than remarkable. In Brazil itself there are few factors which would seem to justify this, for the exchange situation has been uncertain, road construction has not been on a scale greatly to encourage the buying of pleasure cars, and the general economic condition of the country has not created temporary surplus wealth available for investment in luxury articles, as happened, for example, in Pará during the rubber "boom" of the early days of the present century. Therefore the explanation for increased trading in motor vehicles (statistically tabulated below) lies in part in price reduction, but chiefly in the active exploitation of the market by United States manufacturers and associated Canadian plants, and the energetic initiative with which selling organizations have been established and operated throughout the republic. In short, Brazil has been given since 1922 a liberal education in the economic value of the motor vehicle which is now reflected in an import several times that of the war, and immediately post-war, years. The following tables clearly demonstrate the situation.

IMPORT OF MOTOR VEHICLES (BRAZILIAN STATISTICS)

Origin	1921	1922	1923
Germany	124	121	21
United States	403	2,265	12,681
Great Britain	41	25	13
Italy	236	243	222
All countries	977	2,772	12,995

Canadian statistics are available up to the year ending March, 1925, and are as follows:—

	1921	1922	1923	1924	1925
Automobiles, passenger, number	28	13	309	89	1,244
Automobile parts, value	\$211	\$40,290	\$219,642	\$455,048	

Turning to more immediate conditions, following figures are given for the period January to May, 1925:—

PASSENGER CARS

	Number.	Value.
United States.. . . .	5,277	\$3,886,877
Canada.. . . .	1,665	1,029,279

In this period parts only from Canada totalled \$356,601.

These tables furnish a reasonable means of estimating the import during the current year. If considered as a fair average, the total from North America for the full period of 1925 will be approximately as follows:—

From United States.. . . .	12,700	valued at	\$ 9,329,000
" Canada.. . . .	3,900	valued at	2,400,000
Total.. . . .	16,600	valued at	\$11,729,000

That is to say, the full statistics available up to 1923 show an increase in that year of 400 per cent over the year 1922; and evidence available in respect of the present year—i.e. United States and Canadian figures for the five months

January to May—indicates an even greater gain. The 1925 market seems to be roughly six times that of 1922, not considering the importation of parts for local assembling.

EUROPEAN PARTICIPATION

Although, as indicated in the foregoing statistics, the market is virtually controlled by United States and Canadian vehicles, during the last year or so several British firms have become successfully established. Unfortunately, detailed British statistics are unavailable for 1924 and 1925, but certain well-known English makes of pleasure cars and trucks are undoubtedly gaining ground. Two associated British companies have established their own garage and distributing centre.

There is a small but steady import of Continental cars, probably totalling 200 or 300 per annum, the Fiat and certain French makes being predominant.

CHARACTER OF THE MARKET

In general, however, Brazil requires American models, and those which find most ready sale are priced between \$900 and \$2,500. The demand for more expensive cars is limited.

Throughout the interior hardly any car but the Ford is to be encountered, chiefly because of road conditions. Thus the market for other makes is confined to the cities. It is significant that there have been organized a number of Good Roads Associations, which in conjunction with Automobile Clubs are doing much towards the encouragement of touring and betterment of highways. It is only a matter of time until the market will be widely extended and profitable sales areas increased. For the moment, however, the roads upon which highly specialized or expensive vehicles may be used satisfactorily are all within close proximity to Rio de Janeiro, São Paulo, and a few other major cities.

COMMERCIAL VEHICLES

The prospects for commercial vehicles, particularly trucks and trailers, are bright. The use of motor delivery and transport in Rio and São Paulo is rapidly increasing. A considerable number of United States makes are represented and establishing themselves satisfactorily, and one world-famous English truck is much in evidence and apparently has a firm hold upon the market.

The demand is for all sizes, from Ford 1-ton to the most substantial of 5-ton lorries. Trailers are already beginning to come into use. Two Canadian firms are at present negotiating an agency, and there seems little reason why several more could not advantageously initiate sales organizations in this rapidly growing market.

A few tractors are imported, chiefly Fordson, but for some years to come agricultural conditions are not likely to create any great demand for more expensive models.

GENERAL CONDITIONS OF REPRESENTATION

Adequate representation for a Canadian truck should consist in general distribution by a substantial Rio or São Paulo firm, which itself maintains sub-agents in the more important coastal cities. The intricate system of distributor-agent-sub-agent which obtains in Canada is unnecessary in present circumstances of Brazil. In fact for the first year or so, it would be as well to limit activities to Rio, São Paulo, and Santos. Several United States firms maintain their own direct representatives, and in both Rio and São Paulo there are assembling plants.

It is strongly recommended that any Canadian firm interested in the market should send down its own representative fully empowered to negotiate the terms and conditions of the agency. If this be not possible, very complete details, catalogues, specification, blue prints, etc., should be sent, the general terms offered to a prospective representative being: (a) the consignment or long-term sale of demonstration models, (b) an agreement in regard to advertising, (c) full co-operation respecting the maintenance of a service station and an adequate stock of parts. Firms wishing to undertake negotiations through this office should also include copy of their usual agency contract, with the understanding that modifications may be necessary in respect of the Brazilian market. Prices of course must be c.i.f. Rio or Santos.

SALE OF ACCESSORIES

The accessories market is rather over-stocked, and it should always be remembered that it is essentially a price market. During the last year or so a number of Canadian firms have sought representation for single articles in which they specialize. In point of policy it is preferable to export in groups. The reason for this is that an agent already operating an auto-specialties section is in many instances dealing with a North American export house, handling an exclusive line and therefore unable to accept the representation of an extraneous article. On the other hand, an agent not already established in the accessories business is unlikely to prove satisfactory if he attempt to market but one speciality. But if a complete range be available, an active agent may profitably install a section or department for the purpose of handling it.

Accessories and specialties must always be quoted c.i.f. on a 90 d/s basis, at the lowest possible net export price. In all cases an adequate number of samples should be forwarded. Decisions are not rapidly reached in the Brazilian market, and it is undesirable that the salesman should be limited to one sample which undoubtedly he would have to leave in possession of prospective customers for not less than a week or ten days. Economy in small samples is no economy.

SUMMARY

In brief, the situation as regards Canada may be summarized as follows: American cars and Canadian cars of associated plants are rapidly gaining ground in Brazil not only by importation as units, but also by importation in parts for local assembling. The use of trucks, particularly in Rio and São Paulo, is increasing yearly and the market now offers opportunity for more manufacturers than are at present represented. The establishment of such representation should, if possible, be undertaken in person by a member of the factory's selling organization, but if done through this office the most detailed information, specifications, blue prints, and suggested terms should be forwarded. Advertising must be undertaken in co-operation with the local agents, and some credit arrangement effected in regard to demonstration models.

The accessories market, difficult and overcrowded, is best approached by what may be termed "group export" of a wide range of articles rather than by the establishment of small individual agencies.

In all, the situation of the automotive industry in Brazil is decidedly interesting and well worth the attention of Canadian firms not yet represented in this market. The present much improved condition of milreis exchange is a stimulating factor.

CONDITIONS IN BRAZIL

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, September 5, 1925.—The rise in milreis exchange which began some weeks ago has continued in a surprising manner. Indeed there is good reason to believe that improvement has been too rapid for the general stability of financial and commercial conditions. On August 26 dollars were quoted at 8\$030; by the 31st they had steadily improved to 7\$860; on September 1 the quotation was 7\$700 and to-day it is 7\$450.

The immediate effect has been to deaden all market activity. Traders, particularly importers, are averse to incurring financial obligations with the probability of wide variation in the exchange rate during the next two or three months. Yet coffee prices maintain great steadiness and Brazilian bonds, mortgages, and securities are being quoted in foreign markets at considerable appreciation. Simultaneously the money market is very tight and there is still actual scarcity of currency in circulation.

In São Paulo there is again a discouraging shortage of water and consequently of electric power, so that many factories are working far less than normal time. From the same cause crops are suffering and actual living conditions seriously affected.

The industrial situation in São Paulo is interesting. The rapid growth of her industries since the war has been greatly stimulated by high tariff protection and depreciated currency. Further increases in duties on imported goods seem to be unlikely, and the signs are that Brazil will not again relapse financially to the conditions which maintained exchange at the low average level of the last two or three years. Therefore the position of many Brazilian industries is much weakened in respect of foreign competition.

During August the details of the first of an anticipated series of failures was made public, namely, the collapse of the Cia. Industrias Papeis e Cartonagem of São Paulo, a large paper and paper-board manufacturing concern, which failed for over 70,000 contos or about nine million dollars at to-day's rate of exchange.

In all, the country appears to be approaching an industrial crisis of considerable magnitude, which will probably result in the reorganization of Brazilian industry on a basis of sounder capital and less credit. In the meantime, however, banks are curtailing credits and hurriedly realizing on call loans and discounts, a policy which is placing many of the smaller manufacturers and traders in a most difficult position.

INSUFFICIENT POSTAGE ON LETTERS FROM CANADA

Attention has been directed from time to time in the *Commercial Intelligence Journal* to the fact that letters from Canada to overseas markets are very frequently short paid in postage. A correspondent in the Republic of Colombia writes that almost nine out of ten letters from Canada reaching him are mailed with insufficient postage and are therefore subject to a fine of 15 or 20 cents as the case may be, as well as to the delay involved in the belated delivery of these letters. Short paid letters make a bad impression upon their recipients and form a peculiarly vexatious and irritating barrier in the way of harmonious business relationships. Attention is accordingly specially directed to the new table of postage rates from Canada, effective from October 1, which is printed on next page, in which some important changes are involved. It is hoped that the special attention of the staffs of firms will be directed to these new rates.

REVISED RATES OF POSTAGE FROM OCTOBER 1, 1925

Attention is directed to the following rates of postage effective from October 1, 1925:—

Letters.—Canada and all other places in the North American Continent, 3c. for the first oz.; 2c. for each additional oz.

Great Britain and all other places within the Empire (except in the North American Continent), 4c. for the first oz.; 3c. for each additional oz.

Other countries, 8c. for the first oz.; 4c. for each additional oz.

Postcards.—Canada, Great Britain and all other places within the Empire, and places in the North American Continent, 2c. each.

Other countries, 4c. each.

Canadian Newspapers.—Canada, Great Britain and certain other places within the Empire; United States and Mexico, 1c. per 4 oz.

Printed Matter.—Canada, United States and Mexico, 1c. per 2 oz.; All other countries, 2c. per 2 oz.

Commercial Papers.—All countries other than Canada, 8c. for first 8 oz.; 2c. for every additional 2 oz.

Samples.—Canada, United States and Mexico, 1c. per 2 oz.

All other countries, 4c. for first 4 oz.; 2c. for every additional 2 oz.

BUSINESS CONDITIONS IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, September 4, 1925.—Belgian trade returns which, since the introduction of new statistics, have been greatly delayed, have just been issued for the first four months of the calendar year 1925. Total importations for that period were valued at 5,637,513,000 francs against 5,586,981,000 francs in 1924. Exports were valued at 4,536,503,000 francs against 4,373,288,000 francs in the corresponding period of 1924. Imports from the United States were 694,956,377 francs against 633,338,712 francs in 1924.

The end of August has witnessed the conclusion of the metal workers' strike, the mill owners abandoning the proposed reduction of 5 per cent in wages. The rise shown in the cost of living index was a factor in this settlement. The iron and steel market has been purely nominal during the strike, export merchant bars quoting at £5 7s. to £5 8s. f.o.b. Antwerp, but little business is being transacted. The industry is suffering from lack of orders owing to French and German competition, apart altogether from the strike.

The coal industry has naturally continued to suffer from the industrial crisis, and a drop of 10 francs per ton on industrial coal brought little relief. Stocks, much of which is unsheltered, are increasing, and are depreciating in value, and unfavourable balance sheets for this year's operations are expected in most coal mines. The glass industry is suffering from a seasonable slump in demand, but the situation is relatively good. After a prolonged era of depression the woollen industry shows signs of revival.

Antwerp stock exchange was quiet during the month of August except in rubber and electricity shares; while Brussels reports the cash market generally dull with industrial shares weak, with the exception of wool stocks. Government securities are offered at prices well below those of last month. In treasury bills the market has been very inactive with few transactions only at easy prices.

The general effect on business of the settlement of the Belgian war and post-armistice debt to the United States should be distinctly favourable, as it removes the last important unknown factor directly affecting Belgian credit. It is true, however, that the Belgian franc being so greatly influenced by French exchange, all elements of uncertainty, apart from the question of military security, will not be removed until the settlement of the French debt to England and the United States is concluded.

AUCKLAND WINTER EXHIBITION

TRADE COMMISSIONER C. M. CROFT

Auckland, N.Z., August 31, 1925.—The Auckland Winter Exhibition was held from August 20 to 29. This is an annual feature and one of the chief objects is to draw the attention of the public to the progress being made in both primary and secondary industries. It is also employed by representatives of overseas firms to exhibit their commodities.

The outstanding feature of this year's exhibition was the large number of commodities on display which are made locally. This impresses upon one's mind the increase in the number of manufacturing establishments in this country.

There were quite a number of Canadian-made articles on view, chiefly in connection with electrical appliances. No less than four Canadian electric range manufacturers were represented, all of whom reflected creditably on Canada. Probably the large percentage of electrical equipment on exhibit is accounted for by the fact that the Auckland district is now becoming well supplied with energy at reasonable cost and much greater developments in this direction will be effected in a very short time.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom, and British manufacturers desirous of representation in Canada, are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Building, Winnipeg. Telegraphic address: "Wincom."

DANISH FOREIGN TRADE IN 1924

In a recently published report of the foreign trade of Denmark in 1924, Merchants' Guild of Copenhagen states that there was an appreciable improvement in the trade balance of the country, the total import surplus being reduced from 346 million kr. in 1923 to 209 million kr. in 1924. The value of both imports and exports has increased considerably during recent years, and in 1923 to 1924 the value of exports increased more than the value of imports. Both in regard to imports and exports the increased value was due alike to increased quantities and—for most descriptions of goods—increased prices also. In 1924 there was a specially heavy increase in the quantity of maize and oil cakes imported, while the quantity of unground grain remained unchanged. In regard to industrial raw materials, 1924 saw a considerable increase in the quantity imported. This was especially marked in the cases of raw iron, black iron plates, bar iron, and other descriptions of iron imported in the form of raw material, a fact which was connected with the favourable conditions ruling in the Danish shipbuilding industry.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 28, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 28, 1925. Those for the week ending September 21, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		September 21, 1925	September 28, 1925
Britain	1.00	\$4.86	\$4.8400
Czecho-Slovakia Crown	1.	.203	.0296
France	1.	.193	.0474
Italy	1.	.193	.0410
Holland	1.	.402	.4018
Belgium	1.	.193	.0440
Spain	1.	.193	.1440
Portugal	1.	1.08	.0520
Switzerland	1.	.193	.1930
Germany.. . . .	1.	.238	.2381
Greece	1.	.193	.0148
Norway.. . . .	1.	.268	.2130
Sweden.. . . .	1.	.268	.2684
Denmark	1.	.268	.2442
Japan	1.	.498	.4090
India	1.	2s.	.3685
United States	1.	\$1.00	1.00
Mexico.. . . .	1.	.498	.4940
Argentina	1.	.424	.4062
Brazil	1.	.324	.1370
Roumania	1.	.193	.....
Jamaica	1.	4.86	4.8650
British Guiana	1.	1.	4.8232
Barbados.. . . .	1.	1.	.98875—1.0232
Trinidad	1.	1.	
Dominica	1.	1.	
St. Kitts	1.	1.	
Grenada.. . . .	1.	1.	
St. Vincent.. . . .	1.	1.	.9885—1.0237
Tobago	1.	1.	
Shanghai, China.. . . .	1.	.708	.8037
Batavia, Java	1.	.402	.4050
Peru.. . . .	1.	4.86½	4.0500
Singapore, Straits Settlements .. \$	1.	.567	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1270. FLOUR.—A commission agent in Hamburg, Germany, wishes to get in touch with Canadian exporters of flour.

1271. FOODSTUFFS.—A manufacturers' representative in Mexico City desires to communicate with Canadian exporters of wheat, flour, cheese, lard, and other produce with a view to securing sole agencies.

1272. DRIED AND EVAPORATED APPLES.—A commission agent in Hamburg wishes to get in touch with Canadian exporters of dried and evaporated apples.

1273. CANNED LOBSTER.—A firm in Copenhagen, Denmark, ask to be placed in touch with Canadian exporters of canned lobster.

1274. CANNED FISH.—A London firm of importers and brokers, who cover the United Kingdom and the Continent, would be glad to act as agents for Canadian packers, more especially of canned fish.

Miscellaneous

1275. HOSIERY.—A firm of warehousemen in New Zealand desire to represent a Canadian manufacturer of silk hosiery.

1276. PLYWOOD AND DOWELS.—A London firm of timber importers are interested in obtaining plywood and dowels from Canada.

1277. GRAIN.—A commission agent in Hamburg wishes to get in touch with Canadian exporters of grain.

1278. GRAIN AND FEEDING STUFFS.—An agent in Hamburg, who has a long experience in the grain trade and active participation in the sale of Canadian flour, wishes to secure connection with Canadian exporters of grain and feeding stuffs.

1279. FURS.—A Dublin firm wish to purchase small quantities of dressed skins from time to time.

1280. OILS, TALLOW, ETC.—A London firm with a branch at Antwerp, who import and distribute on commission oils, tallow, greases, rosin, turpentine, gums, glues, glucose, waxes, chemicals, starches, etc., are open to represent Canadian manufacturers and shippers.

1281. GENERAL.—The Canadian representative of a Bridgetown, Barbados, import and export house is desirous of hearing from Canadian exporters to West India Islands and British Guiana, with a view to acting as agent.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Oct. 10; Antonia, Oct. 17; Ausonia, Oct. 24—all Cunard Line.

To LIVERPOOL.—Doric, Oct. 10; Megantic, Oct. 17; Regina, Oct. 24; Canada, Oct. 31—all White Star-Dominion; Aurania, Oct. 16; Alaunia, Oct. 30—both Anchor-Donaldson; Montcalm, Canadian Pacific, Oct. 16.

To LONDON.—Valemore, Furness, Withy, Oct. 10; Bolingbroke, Canadian Pacific, Oct. 10; Canadian Hunter, Oct. 12; Canadian Raider, Oct. 22; Canadian Rancher, Oct. 31—all C.G.M.M.

To AVONMOUTH.—Colonian, Oct. 10; Oxonian, Oct. 17; Cornishman, Oct. 31—all White Star-Dominion; Kastalia, Anchor-Donaldson, Oct. 24.

To SOUTHAMPTON.—Melita, Oct. 7 and Nov. 4; Minnedosa, Oct. 21—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairnavon, Oct. 9; Cairnross, Oct. 16—both Thomson Line.

To MANCHESTER.—Manchester Producer, Oct. 8; Manchester Importer, Oct. 15—both Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Mariner, Oct. 9; Canadian Victor, Oct. 23; Canadian Leader, Nov. 6—all C.G.M.M.

To GLASGOW.—Athenia, Oct. 9; Letitia, Oct. 23; Saturnia, Oct. 30—all Anchor-Donaldson; Metagama, Oct. 8; Marburn, Oct. 22—both Canadian Pacific.

To HULL.—Valemore, Furness, Withy, Oct. 10.

To BELFAST.—Fanad Head, Head Line, Oct. 15.

To DUBLIN.—Fanad Head, Oct. 15; Lord Downshire, Oct. 23—both Head Line.

To ST. JOHN'S, NFLD.—Ceuta, Canada SS., Oct. 10; Canadian Sapper, C.G.M.M., Oct. 16.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS., Oct. 14.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Canadian Pacific, Oct. 17.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA), BELIZE AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Oct. 21.

To NORWEGIAN PORTS.—Topdalsfjord, Oct. 8; Drammensfjord, Oct. 20—both Norwegian-American.

To COPENHAGEN AND BALTIC PORTS.—Maryland, Scandinavian-American Line, Nov. 3.

To ANTWERP.—Canadian Hunter, Oct. 12; Canadian Raider, Oct. 22; Canadian Rancher, Oct. 31—all C.G.M.M.; Melita, Oct. 7; Minnedosa, Oct. 21—both Canadian Pacific.

To ROTTERDAM.—Brant County, Oct. 9; Porsanger, Oct. 24—both Intercontinental Transports.

To HAVRE.—Laval County, Intercontinental Transports, Oct. 24.

To HAMBURG.—Grey County, Oct. 10; Hada, Oct. 31—both Intercontinental Transports.

To ITALIAN PORTS.—Vallegra, Oct. 20; Valfiorita, Oct. 30—both Lloyd Mediterraneo Italian Service.

To AUSTRALIAN PORTS.—Canadian Scottish, C.G.M.M., Oct. 31.

To NEW ZEALAND PORTS.—Canadian Explorer, C.G.M.M., Oct. 24.

To SOUTH AFRICAN PORTS.—Calgary, Elder Dempster, Oct. 20.

From Quebec

To LIVERPOOL.—Doric, Oct. 10; Megantic, Oct. 17; Regina, Oct. 24; Canada, Oct. 31—all White Star-Dominion; Montroyal, Canadian Pacific, Oct. 9.

To SOUTHAMPTON.—Empress of France, Canadian Pacific, Oct. 14.

To AVONMOUTH.—Colonian, Oct. 10; Oxonian, Oct. 17; Cornishman, Oct. 31—all White Star-Dominion.

To HAMBURG.—Empress of France, Canadian Pacific, Oct. 14.

From Halifax

To HULL.—Valemore, Oct. 14; Wheatmore, Oct. 27—both Furness, Withy.

To LIVERPOOL.—Sachem, Oct. 14; Newfoundland, Oct. 31—both Furness, Withy.

To MANCHESTER.—Manchester Producer, Oct. 12; Manchester Shipper, Oct. 19—both Furness, Withy.

To LONDON.—Valemore, Oct. 14; Cornish Point, Oct. 17; Wheatmore, Oct. 27—all Furness, Withy.

To St. JOHN'S, Nfld.—Rosalind, Oct. 6 and Oct. 20; Silvia, Oct. 13 and 27—both Red Cross Line; Sable I., Farquhar SS., Oct. 16; Sachem, Oct. 14; Newfoundland, Oct. 31—both Furness, Withy.

To BERMUDA, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Teviot, Oct. 9; Chaudiere, Oct. 23—both R.M.S.P. Co.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Oct. 7 and Nov. 4.

To SANTIAGO, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Oct. 21.

From Vancouver

To JAPANESE PORTS.—Kaikyū Maru, early October; Kaisha Maru, late October—both Canadian-American Shipping Co.

To YOKOHAMA, KOBE AND DAIREN.—Toyama Maru, Nippon Yusen Kaisha, Oct. 24.

To YOKOHAMA, KOBE AND HONG KONG.—Menelaus, Oct. 22; Achilles, Nov. 5—both Blue Funnel.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Oct. 15; Empress of Australia, Oct. 29—both Canadian Pacific.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Oct. 21.

To NEW ZEALAND PORTS AND MELBOURNE.—West Islip, Pacific-Australian Line, Oct. 24.

To LONDON.—Eemdyk, early October; Loch Goil, late October—both R.M.S.P. Co.; Matador, Harrison Line, Oct. 18.

To LIVERPOOL.—Loch Goil, R.M.S.P. Co., late October; Matador, Harrison Line, Oct. 18.

To MANCHESTER.—Pacific Trader, Oct. 14; London Importer, Oct. 21—both Furness (Pacific).

To WEST COAST UNITED KINGDOM PORTS.—Canadian Transporter, C.G.M.M., Oct. 24.

To BORDEAUX, HAVRE AND ANTWERP.—Texas, Oct. 15; Zenon, Nov. 5—both Cie. Gle. Transatlantique (French Line).

To ANTWERP.—Eemdyk, early October; Loch Goil, late October—both R.M.S.P. Co.; Osiris, United American Line, early October.

To ROTTERDAM.—Eemdyk, early October; Loch Goil, late October—both R.M.S.P. Co.

To HAMBURG.—Eemdyk, R.M.S.P. Co., early October; Osiris, United American Lines, early October.

To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Chercha, Navigazione Libera Triestina, Oct.-Nov.

To WEST INDIES AND EAST COAST OF SOUTH AFRICA.—West Notus, early October; Hollywood, early November—both Pacific-Argentine-Brazil Line.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreements (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal prices, etc.

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COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

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E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

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D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

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CANADIAN COMMERCIAL AGENT

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France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce of Canada

Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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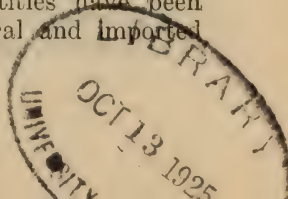
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GERMAN FLOUR AND GRAIN TRADES

TRADE COMMISSIONER L. D. WILGESS

Hamburg, September 14, 1925.—It is two weeks since the new duties on grain and flour became effective, and it is possible to estimate to some extent the effect which the duties are having on the trade with Germany in Canadian flour. The position has not yet become clear, since business in flour has been very quiet. In anticipation of lower prices consumers are only purchasing for immediate requirements. The speculative element is almost entirely absent, re-sellers being few. The chief interest, so far as imported flour is concerned, has been for spot stocks imported before the duty came into effect, of which there is a plentiful supply on the market, although not greatly in excess of immediate requirements. Owing to anticipated lower prices and the prevailing money stringency in Germany, imports of flour during the period preceding the imposition of the duty were not unduly large.

It will be a few weeks more before spot duty free stocks of imported flour have been cleared and the full consequences of the imposition of the duty become evident. Already it is seen that the Canadian mill quotations for September delivery are too high as compared with the prices of local flour to attract buyers. On the other hand, low Canadian offers for October-November delivery have created some interest and contracts for limited quantities have been placed. The position in regard to the relative prices for local and imported



flour is shown by the following table, giving the prices ruling at Hamburg on September 14, together with the current mill quotations for Canadian and English flour:—

Hamburg Flour Prices, September 14, 1925

	Marks per 100 kg.	Dollar Equivalent per 100 kg.
Best quality flour Hamburg mills f.o.r. mill	43.75	\$10.42
Bakers' flour Hamburg mills f.o.r. mill	36.75	8.75
Best quality inland flour f.o.r. mill.	34.50—37.50	8.21—\$8.93
Inland 70 per cent flour f.o.r. mill	31.00—33.00	7.38— 7.86
	Dollars per 100 kg.	
Canadian export patent flour: (220 lbs.)		
September delivery, c.i.f. Hamburg	8.70— 8.90	
October delivery, c.i.f. Hamburg	8.30— 8.50	
November delivery, c.i.f. Hamburg	8.15— 8.35	
	Sh. per 100 kg.	
English patent flour: (220 lbs.)		
September delivery, c.i.f. Hamburg.	34/ —37/6	\$ 8.27—\$9.12
October-November delivery, c.i.f. Hamburg	32/ —35/6	7.79— 8.64
English patent flour from Manitoba wheat:		
September delivery, c.i.f. Hamburg	36/ —36/6	8.76— 8.88
October delivery, c.i.f. Hamburg	35/6 —36/	8.64— 8.76
November-December delivery, c.i.f. Hamburg	32/6 —34/	7.91— 8.27

The duty payable on imported flour is 8 marks (\$1.90) per 100 kg. (220 pounds).

While the low Canadian offers for October-November delivery are leading to some business, it would appear that the price plus the duty renders Canadian flour still too dear as compared with German flour. A leading broker expressed the opinion that at \$8 per 100 kg. Canadian flour would be competitive at the present range of German prices for delivery in the near future. On the other hand, consumers have become so accustomed to the use of Canadian flour that they cannot dispense with it entirely and will be prepared to pay higher prices for limited quantities. The continued enforcement of the prohibition of night baking also favours the use of stronger flour such as Canadian.

DEMAND FROM CZECHO-SLOVAKIA

There has been some Czecho-Slovak buying of Canadian flour for September and October delivery and of English flour for immediate delivery. It is expected that Czecho-Slovakia will be in the market for increased quantities of Canadian flour during the next few months.

DRAWBACK ON EXPORTED GRAIN AND FLOUR

The German Government by a decree of September 3, and in accordance with the provisions of the new Tariff Law, are to re-enforce from October 1 next the pre-war system of drawbacks or import certificates to exporters of grain and milled products. This is in harmony with the removal of the prohibition of the export of grain and is another step towards the re-establishment of the pre-war system for the promotion of agriculture. In effect it amounts to a bounty on the export of grain.

The chief reasons for these regulations are said to be geographical, since East Prussia and other sections of the country have a surplus production which it is more convenient to export to Scandinavia or other neighbouring countries than to ship to the consuming areas of Germany.

The regulations provide that on the export of 5 kg. (11 pounds) or more of rye, wheat, spelt, barley, oats, and leguminous plants or products milled

therefrom, the exporter will receive a certificate which can be used in payment of the duty on the importation of any of the above grains. Exporters of flour will receive a certificate covering payment of duty for the import of grain. These certificates are valid for nine months and may be sold on the exchanges throughout the country.

While it is not expected that this system of drawbacks will have any immediate effect on the trade in wheat, it is considered possible that the export of German rye to such markets as Scandinavia, Holland, and Belgium will again be feasible as was the case before the war, since Germany this year has had a bountiful harvest of rye.

GERMAN GRAIN CROPS

The official estimates of the German grain crops, based on the data available at the end of August, have just been published and show a considerable increase over the crops of the previous year. This particularly is the case with rye, the total yield of which is about a third greater than in 1924. The wheat harvest is nearly 20 per cent greater than that of the previous year. These increased yields are due to the very favourable harvest of winter grains, the crops of summer wheat and rye showing a decrease. The crop of barley is only slightly greater than that of 1924, while oats show a small decrease in total yield. The following table gives the total yields of the principal grains in 1925 and 1924, together with the average annual yield for the period 1911-13, based on the present territory of Germany:—

	1925	1924	1911-13
	Total Yield	Total Yield	Average
	in Metric Tons	in Metric Tons	Annual Yield
	in Metric Tons	in Metric Tons	in Metric Tons
Winter wheat	2,646,800	2,091,000	3,320,100
Summer wheat	256,300	336,600	445,000
Winter spelt	162,200	116,500	415,400
Winter rye	7,536,900	5,583,900	9,453,400
Summer rye	131,500	145,900	131,600
Winter barley	270,700	212,500	....
Summer barley	2,160,500	2,187,400	2,870,100
Oats	5,489,300	5,654,000	7,680,300

As a result of favourable weather conditions for winter grains, the area sown with these grains was about 720,000 acres greater than the previous year, while that sown with oats and summer barley decreased by about 79,200 acres. The total area sown with wheat and rye is still about 2,400,000 acres less than before the war.

It will be seen from the above table that the total estimated yield of bread grains comes to about 10,700,000 metric tons (112,600,000 bushels of wheat and 300,000,000 bushels of rye), as compared with 8,300,000 metric tons in 1924 and an average of 13,770,000 metric tons in the period 1911-13. Since the average bread grain requirements of the population in the last few years have been only slightly in excess of 11,000,000 tons, the deficit to be made good this year by imports from abroad should not greatly exceed half a million tons of bread grains and flour in terms of grain. This would be considerably less than last year's deficit. According to the official statistics, Germany had a net import during the twelve months ending last July of 1,517,915 metric tons of wheat, 484,659 metric tons of rye, and 478,658 metric tons of wheat flour, while of rye flour there was a net export of 36,333 metric tons. The total net import of bread grains and flour was therefore roughly 2,600,000 tons in terms of grain. This year the probable import should be only about 500,000 tons (18,400,000 bushels of wheat), and will almost exclusively consist of wheat or wheat flour, the rye harvest exceeding the local requirements based on last year's consumption. Since the stronger grades of wheat will be chiefly lacking, Canada may be expected to supply a considerable proportion of this year's deficit in wheat and flour.

EXTERNAL TRADE OF SOUTH AFRICA IN 1924*

TRADE COMMISSIONER G. R. STEVENS

Imports of Foodstuffs—Continued

MEATS—BACON

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	85,892	4,543	88,168	4,718
Denmark	231,946	12,840	113,163	6,680
United States	432,779	21,282	345,785	18,364
All suppliers	800,035	41,156	574,074	31,195

The imports of bacon have been increasing of late years, and the recently revised tariff more than doubles the duty upon this item, raising the rate from 1½d. per pound, with a British rebate of ¼d., to 3d. per pound with no rebate. This increase has become one of the most controversial items in the new tariff, as the prices of colonial bacon increased immediately the tariff became operative. The local industry is stated to be too diverse and undeveloped. Certainly the quality of South African bacons varies widely, which accounts in a large degree for the heavy imports. It is felt that the industry needs consolidation as well as considerably greater efficiency before it will be able to affect overseas competition.

The figures show the United States to be predominant in the supply of bacon. This is due in large part to the demand for bellies, which are considerably cheaper from American sources than elsewhere. Sides are supplied from Denmark, and the approach of Danish prices to American quotations transfers a portion of the belly trade to sides. It is thought that Danish exporters will be able to hold the gains which they have made during the past year.

English supplies are mostly high-quality Irish bacons supplied by one or two Bristol packers. As the figures show, the British business is more or less in equilibrium. Since the post-war period Canadian shippers of bacons have not paid any attention to the South African market. With a favourable freight rate there should be a share of the business for shippers who can meet Danish prices upon sides.

MEATS—HAMS

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	86,479	5,730	88,384	5,777
United States	282,312	17,029	236,231	14,944
All suppliers	388,900	24,188	327,416	20,940

The import of hams is largely a specialty trade catering for Christmas demand, and the business is held by a few American and English packers whose reputation and brands sell their goods. The failure of Denmark to make any impression upon this trade is significant of the circumstances surrounding it. In contradistinction to bacon, the consumption of ham does not seem to be increasing to any appreciable degree, nor does the local production particularly affect the imports. The new duty, doubled as in the case of bacon, will not hurt the limited trade.

MEATS—PASTES

Including Tinned Soups

	1924	
	Lbs.	£
Great Britain	46,785	5,138
United States	51,105	2,214
All suppliers	109,457	8,046

* The first part of this review, which dealt in general terms with the imports and exports of South Africa and with the principal sources of supply, was published in No. 1131, and the second part, on foodstuffs, in last number. Further instalments will appear in later issues.

This growing business is differentiated in the customs returns for the first time. The trade in meat pastes, very largely British, is in small containers for the working-class trade. In soups two American lines are predominant, and are well advertised; they are beginning to increase their business materially. The new tariff has doubled the duties on both pastes and soups, raising the assessment to the considerable figure of 3d. per pound. This will probably affect these items, which are to a large extent sold on price.

MEATS OTHER—TINNED

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	78,578	5,417	115,216	9,730
Australia	68,604	3,001	159,029	5,291
Argentina	2,157,460	55,338	835,403	28,566
All suppliers	2,726,591	84,233	1,497,148	61,655

The imports of tinned meats, like that of other meat products, is on the increase. Although the trade is comparatively small, it promises to expand considerably if prohibitive duties are not enacted. The backbone of this demand is for Argentinian corned beef, which is supplied by one or two of the large British packing houses there, who have their own South African branches.

In addition to the corned beef business, however, there is a growing trade in almost every variety of meat specialty, including pork and beans, tinned sausages, tongue, etc. In these latter lines American firms are predominant, due to their advertising efforts and to the extremely attractive appearance of their goods. Canadian firms have not catered to this trade to any extent in the past; there is a definite place for them in the better-class provision trade. While the business of any Canadian firm would necessarily be small at its commencement, due to the influence of known brands upon purchasers, yet goods of quality and price equal to the American offerings could undoubtedly be placed in this market and the demand would grow with persistent advertising and sales efforts.

DRIPPINGS AND FATS

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	13,676	580	17,570	755
United States	29,048	877	11,218	243
Argentine Republic	2,718,489	36,825	1,205,002	25,427
All suppliers	2,811,401	49,302	1,241,062	26,649

This is a cheap trade with the Argentine which has grown up during the past few years. Owing to the poor quality of South African stock cattle, it bids fair to be permanent. It is too cheap a business for Canadian exporters to trouble about, as the statistics show the average value of drippings and fats imported to be in the neighbourhood of 6 cents per pound.

LARD

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	20,562	901	9,059	451
United States	604,701	21,525	447,104	15,668
All suppliers	636,240	22,773	469,593	16,440

Lard imports are improving, but only a slow ratio of increase can be expected. The imported supplies are for high-class consumption, and to a lesser degree for use in manufacturing particularly in the biscuit and bread trades. Local lards are not of any particular importance, and the lower-class demand is entirely supplied by maize and cocoanut oils of both local and imported origin. The present lard business is largely tierce trade, with limited imports in buckets and bricks.

It is interesting to note that Canada was the only supplier of lard compounds in 1924, having shipped in the neighbourhood of 40 tons to this market in that period. The item has always been differentiated in the Customs, but there never appears to have been much more business than this amount.

Unfortunately Canada is not in a position to compete in the edible oil trade. American maize oils sell in large quantities, and there is a fair import of Indian supplies for the Asiatic population of Natal. The locally manufactured oils are of low quality and do not compete seriously with imported supplies. Several attempts have been made to manufacture good-quality maize oil locally, but for some reason or another none of the ventures have been conspicuously successful to date.

MILK—CONDENSED

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	1,252,874	36,602	3,026,196	103,852
Canada	611,380	16,307	1,308,510	36,784
Australia	1,779,607	52,664	1,715,298	55,462
Holland	3,470,377	105,020	1,725,333	49,551
United States	1,849,087	59,659	2,368,842	72,162
All suppliers	10,020,284	301,334	10,696,958	335,007

The imports of condensed milk appear to be more or less stationary, nor is there much change in the sources of supplies except that one or two of the combines have switched South African shipments from their English to their Dutch plants. The new duty is practically the same as the old, except that a suspended duty of 2s. 1d. per 100 pounds is included, which may become active upon application of the local manufacturers. It is doubtful, however, if even this increased duty will particularly affect the sale of local supplies.

After making excellent headway for a number of years, the principal American supplier, a farmers' co-operative, would appear to have reached its limit. Neither Australian nor Canadian exporters would appear to be improving their position, and it seems probable that any increase in business will accrue to one of the large international combinations.

Canada, however, is improving her trade in milk powders, evaporated and special milks. Canadian prices seem to be a little better in these lines than similar offerings from other countries. In the manufacturing trades there is a fair demand for bulk milks both in powder and treated form; with the handicap of the small container differential removed it seems probable that Canadian exporters of the above milk products will steadily increase their sales in this particular direction.

VEGETABLES—FRESH POTATOES

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	1,037,613	8,000	1,025,328	5,784
France	1,197,284	5,882	623,060	3,148
Germany	580,756	2,477	28,380	152
All suppliers	3,176,997	17,578	1,758,596	9,454

As previously reported (see *Commercial Intelligence Journal* No. 1102: March 14, 1925), the only imports of potatoes into South Africa are for seed purposes. The trade is not large, but it is worth considering by Canadian exporters.

VEGETABLES—TINNED

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	14,765	470	13,923	504
United States	339,473	11,942	452,930	14,658
Canada	58,972	1,301	90,587	1,733
All suppliers	533,765	17,041	988,466	29,437

There is a steady and moderate demand for tinned vegetables. Peas, sweet corn, and asparagus are the principal lines. The eastern United States supply the majority of the sweet corn and the trade in peas is divided between Canada, Belgium, and Maryland.

Canadian prices are usually quite competitive with those of the United States in peas and corn, but some packs of Maryland peas are considered to have a better flavour. In Continental offerings, the small pea, the smaller container, and the colouring matter are three favourable factors in obtaining business.

In so far as corn is concerned, Canadian quotations are the equal of any, and if there were more Canadian suppliers of tinned corn it would probably be possible to obtain a considerably larger proportion of the business.

Asparagus tips are a general sale and California has practically all the business.

Other tinned vegetable imports of limited importance are tomato paste from Italy and California, limited quantities of stringed beans and a small array of fancy-bottle vegetables from Great Britain.

SUGAR				
	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	211,609	10,953	229,846	11,016
United States	204	6	56	4
All suppliers	374,818	15,297	912,493	29,670

Sugar is highly protected because of the Zululand industry, and comparatively low imports are recorded. The great falling off during the years under consideration was due to the cancellation of the Mozambique Convention which allowed Portuguese East African sugars to compete in the Union markets. Beyond supplies from this source, comparatively small imports of cube sugars would seem to represent the only external supplies. The cube sugars are partly English and partly American in origin. During the past years two Canadian refineries have entered the market. In the last few months considerable quantities of American refined sugars have been imported, but this trade may be regarded as sporadic. In some years Zululand actually has small quantities of sugar for export and under ordinary circumstances South Africa is self-contained in this staple.

GOLDEN SYRUP AND MAPLE SYRUP				
	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	5,553,337	87,084	3,783,427	63,050
All suppliers	5,578,114	87,424	3,800,880	63,292

The imports of English golden syrups are extremely heavy per capita. This is due in part to the poor quality of local syrups, to the embargo upon honey, but chiefly to the native demand for syrup as a base for the manufacture of kaffir beer. It is probable that this excellent demand will continue at about its present proportions for some years, as no product has been able to compete successfully to date with the English offerings.

Owing to the honey embargo, there is a better demand for maple sugar and maple syrup in South Africa than the Canadian imports show. The market has never been attempted seriously by Canadian exporters. It is probable that a satisfactory volume of business can be worked up with the better-class provision trade.

GLUCOSE

There is a steadily increasing demand for glucose for manufacturing purposes, and to date the United States has been supplying practically the entire requirements. The imports at present are in the neighbourhood of £35,000.

ALES, SPIRITS, WINES, AND BEVERAGES

Ale, Beer, and Stout

	1924		1923	
	Gallons	£	Gallons	£
Great Britain	18,822	7,440	39,734	19,006
Germany	47,384	9,442	31,202	6,095
All suppliers	84,155	24,823	73,754	26,316

The protection afforded the local breweries is sufficient to restrict the imports of ales, beers, and stouts to very moderate quantities. In addition, South African breweries have a very large measure of control over the retail trade, and this prevents the offering of imported malt beverages by the majority of such premises.

Of the present imports light German beers predominate. The British imports are confined to one or two famous beers, and an equally famous stout.

It is noticeable in the final draft of the new tariff that a concession of 6d. per imperial gallon has been allowed imported stout. This will redound to the particular advantage of one brewery in the Irish Free State.

Fruit Juices and Cordials.—Comment is made upon this item because of the repeated attempts of one or two Canadian firms to sell fruit syrups in South Africa. The statistics show that the trade is very limited, due to the fact that soda-fountain drinks of Canadian type are not popular in the Union. Moreover, quantities of local fruit juices and essences are manufactured which, if not up to the imported qualities, are much lower in price. For these reasons it would seem as if no good opportunity for the sale of cordials and essences exists in South Africa.

Whisky

	1924		1923	
	Gallons	£	Gallons	£
Great Britain	288,382	381,923	333,812	378,618
All suppliers	288,708	382,291	334,011	378,803

The imports of whisky have been within a few hundred pounds of each other for several years past. This is due in a large part to the heavy duties of 37s. 6d. per proof gallon which are levied, and which makes the retail price for a whisky and soda 35 cents, restricting the trade in favour of the local brandies. A determined effort was made to increase the whisky duties before the new tariff was brought in. The Government, however, took the point of view that the limit of taxation of this import had already been reached and that any increases would reduce revenue. Canadian whisky—which is found in almost every country of the world—is not in much demand in South Africa. Rye whiskies are not esteemed as such, and the moderation of the cocktail habit has militated against the general introduction of the principal Canadian whisky. A few bottles in the principal bars and clubs constitute the entire demand.

CIGARETTES

	1924		1923	
	Lbs.	£	Lbs.	£
Great Britain	35,491	22,368	43,091	29,084
All suppliers	36,464	22,800	55,567	23,358

The South African-made cigarette supplements Rhodesian cigarettes and between them 95 per cent of the local demand is filled. Other imports are either very cheap cigarettes or supplies for the high-class trade.

Some time ago a line of British cigarettes was introduced in considerable quantities, being supplied to the South African distributors at from 15s. (\$3.65) to 18s. (\$4.38) per thousand. Of this price, duty and landing charges amounted to roughly 6s. (\$1.44) per thousand. On account of the strong opposition to cheaper lines of South African and Rhodesian cigarettes, however, the introduction of cheap varieties is an imposing task.

NORTH OF ENGLAND WOODENWARE REQUIREMENTS

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, September 21, 1925.—Considerable quantities of what are known as hair broom stocks (brush backs) are imported to this country. Samples of three different types have been forwarded to the Department of Trade and Commerce, Ottawa, for the inspection of any interested Canadian firms.

The imported article comes mainly from Scandinavia and is made either from birch or basswood. The wood is seasoned in the open, cross cut to the length of stock required, and is then turned in the round on roll-head turning machines. The round piece is then deep cut and chamfered on the face when necessary on a spindle mould. A staff hole is then bored in the centre, after which the stocks are rounded and packed in bags. These stocks usually have rounded ends. The range of sizes in general use are as follows, in inches: 11 by 2 $\frac{3}{4}$, 11 $\frac{1}{2}$ by 3, 12 by 3, 12 $\frac{1}{2}$ by 3, and 13 by 3 $\frac{1}{8}$.

The above description covers the plain hair stock. In addition, there is the striped hair stock. This type has two and sometimes three round grooves across the back of the stock on each side of the staff hole, which are afterwards painted in colours.

Of a slightly different shape is the scavenger stock, which has a raised centre and is usually 4 inches across. The scavenger stock has two staff holes bored into the raised portion. It is usually made with a square end. Sizes are as follows, in inches: 13, 13 $\frac{1}{2}$, 14, 14 $\frac{1}{2}$, 15, and 16 by 3 $\frac{3}{4}$.

An inquiry has also been received for round-sided laths for clothes racks, 7, 8, and 9 feet long by 1 $\frac{3}{8}$ inches by $\frac{1}{2}$ inch. These are planed and finished and come packed per gross. Average c.i.f. quotations have recently been given at 40s. per gross on 8-foot lengths. Attention is drawn to Trade Inquiry No. 1308 appearing in this issue, page 388.

OYSTER SITUATION IN LIVERPOOL

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, September 23, 1925.—Before the war Liverpool was an important market for American oysters, unofficial estimates indicating imports of 27,000 barrels of 2 cwt. each, during 1914-15 season from October to May.

Since the war, however, importations have fallen off, as a result of the high prices asked for the American product, which has been largely replaced by French and Portuguese oysters of an inferior quality and lower price. Native English Colchester and Whitstable oysters command much higher prices than either Continental or American varieties, and cater to the most exclusive trade.

A demand exists, however, for oysters of a quality between the high-class English and low-class Continental article, which Canada should be in a position to supply. In addition to the demand for current consumption, some Liverpool importers also purchase considerable quantities for re-laying purposes.

The American oysters in demand are the Blue Point or East River type, packed in barrels containing 2 cwts., and the size should be such as to run 1,000 to 1,200 to the barrel. Careful grading of the different sizes is necessary in order to meet the varying demands of the trade.

Early in the season, landed prices are higher due to refrigeration costs in transit, with resulting lower quotations during the winter months. At the beginning of last season, average prices were around £4 5s. to £4 15s. per barrel c.i.f. Liverpool, and later quotations were from £3 12s. 6d. to £4. Dealers interviewed do not anticipate any serious variation in price for the season just opening.

Any interested Canadian firms are invited to communicate with this office.

THE DEMAND FOR WRAPPED FOODS IN ENGLAND

The Grocers' Exhibition and Market—the 29th of the series—which has been held recently at the Agricultural Hall, London, defined, in some respects very clearly, the changes which have occurred in the food trade since the war, and it has shown the adaptability of the trade in meeting new conditions and striving towards larger things. The old order, by which a number of firms of more or less moderate strength catered separately for the distributive sections, has in large measure given place to a new, in which combination of interests among manufacturers is apparent. Thus it happened that at this week's exhibition "big business" has predominated.

Another striking change was seen in the large display of wrapped foods, the outcome of a public demand in recent years to be served with foods which have been safeguarded in the highest possible degree from risks of contamination. Manufacturers have brought the principles of hygiene more widely into practice, in this way producing many more foods untouched by hand, except the hand of the consumer. This new system is unquestionably superior to the old, but it is also more costly.—(*London Times Trade Supplement.*)

CATALOGUES WANTED FOR THE NEW ZEALAND INTERNATIONAL EXHIBITION

A request has come forward from the Canadian Trade Commissioner in New Zealand for catalogues for the New Zealand and South Seas International Exhibition, which will open at Dunedin on November 12 of this year and is to run for five months. Canadian manufacturers are specially requested to send on a full range of their catalogues, together with lowest c.i.f. quotations or at least quotations on the basis of f.o.b. steamers Atlantic or Pacific ports for the purpose of interesting importers in New Zealand who are certain to visit the exhibition. This is perhaps the best opportunity that has ever been afforded the Canadian Trade Commissioner to do missionary work on behalf Canadian exporters to this prosperous Dominion, and it is hoped that manufacturers will take full advantage of it. Catalogues should be addressed: Mr. C. M. Croft, Canadian Trade Commissioner, Exhibition Grounds, Dunedin, New Zealand.

The principal articles exported from Canada to New Zealand during the fiscal year 1925 were as follows: automobiles, passenger, \$5,295,420; rubber and manufactures of \$1,902,722; paper, printing, \$833,703; automobiles, freight, \$634,423; wire, iron, \$476,294; fish, canned, \$468,797; automobiles, parts of, \$370,290; planks and boards, \$297,734; paper, wrapping, \$280,656; iron pipe and tubing, \$254,314; agricultural implements, \$252,275; iron bars and rods, \$243,712; electric apparatus, \$217,314; cotton manufactures, \$208,722; nails, tacks, spikes of all kinds, \$202,120; aluminum manufactures, \$200,886; leather and manufactures of, \$187,475; doors, sashes and blinds, \$127,782; corsets and brassieres, \$112,951; machinery, \$111,350; musical instruments, \$103,976; confectionery, all kinds, \$85,861; shocks, \$78,662; paper, hanging or wall, \$76,875; furs and manufactures of, \$65,493; glassware of all kinds, \$59,452; tools, \$59,190; paper board, \$55,230; paper, bond and writing, \$48,593; silk and manufactures of, \$46,777; timber, square, \$46,011; veneers and plywood, \$44,557; razors, \$41,048.

INTERNATIONAL EXHIBITION IN MEXICO

Writing under date of September 26, 1925, C. Noel Wilde, Trade Commissioner in Mexico City advises that the opening of the International Fair, to which reference was made in *Commercial Intelligence Journal* No. 1124, dated August 15, 1925, has been postponed until further notice.

ARGENTINE MARKET FOR CHOCOLATES AND CANDIES

TRADE COMMISSIONER E. L. McCOLL

Buenos Aires, September 4, 1925.—A recent investigation of the market possibilities in Argentina for Canadian chocolates disclosed the following information. Some half-dozen European brands monopolize over 90 per cent of the import trade, which amounted to 120 tons during 1924. These foreign manufacturers, already long established, maintain a regular and persistent system of advertising, which makes it difficult for new brands to obtain a profitable foothold which could later be developed.

A good medium-class chocolate, which supplies the majority of the total consumption, is made by local manufacturers under a protection, including customs duty and clearance expenses, of about 38 cents (Canadian) per pound. Foreign chocolates of the same quality cannot compete with the prices at which this national product is sold. Some of the large retailers are also manufacturers and at the same time importers of high-grade foreign chocolates, which are not found profitable to make in Argentina as the demand is not sufficient. In this way a wide range of quality which can satisfy all tastes is maintained.

The European brands which are best known originate from Great Britain, France, Switzerland, and Italy. In 1924, French manufacturers enjoyed 35 per cent of the import market, while Italy came next with 22 per cent. Switzerland, Great Britain, and Holland obtained 18, 17, and 6 per cent of the market respectively. According to local statistics the United States sent 487 kilos, which probably represented one or two sample orders, out of a total of 120,000 kilos imported during the year.

Canadian chocolates are excellent in quality and compare favourably with the best. However, they are not known and prices are too high. They can be sold if there is a substantial reduction in price and some offer made by the manufacturers to assist the agents with consumer advertising or some other medium of publicity. Canadian boxes are generally of excellent quality and artistic in design and are quite equal to those offered by the manufacturers of other countries.

Before chocolates are allowed to be sold in Argentina they require to be submitted to the National Department of Hygiene for analysis and approval.

Imports into Argentina in 1924 totalled 120,052 kilogrammes. The following were the principal sources of supply: France, 42,068 kg.; Italy, 26,493 kg.; Switzerland, 21,285 kg.; United Kingdom, 20,112 kg.; Germany, 2,037 kg.; and the United States, 487 kg.

NEW ERA IN MEXICAN FINANCE

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, September 8, 1925.—A new era in the financial history of Mexico began on September 1, 1925, when the "Bank of Mexico" was formally opened by the President of the Republic. This event marks an important step in the rehabilitation of the currency system of the country after fifteen years of uncertainty, most of which were marked by the chaos attendant upon revolutionary conditions.

The principal result of the formation of the bank, so far as the general public is concerned, is the reintroduction of paper money, which is already in circulation, and which is being readily accepted at par by commercial houses.

A brief outline of the monetary situation of Mexico may not be without interest, paralleling as it does, in many respects, that of other countries which have recently discovered that a healthy fiscal system is one of the essentials to commercial prosperity. In pre-revolutionary days paper money was issued by many banks under suitable restrictions, and circulated freely from hand to hand at par. Even under the disturbed conditions imposed by what amounted to civil war, there was no immediate depreciation. As time went on, however, many circumstances combined to reduce the value of paper currency, with the usual result of over-issue and the disappearance of metallic currency from circulation. The looting of banks naturally removed any gold backing which already existed; revolutionary generals in need of cash forced issues of paper currency upon an unwilling populace, and these issues maintained a fluctuating value so long as the commanders behind them were successful in the field. Military reverses, however, would reduce their value to vanishing point in a few days, or even in an hour.

Ultimately, when a central government was formed which appeared capable of controlling the situation, an attempt was made to restore order out of chaos. A new issue of paper money was made, which it was intended to maintain at a fixed rate of 20 per cent as compared with gold, and the existing paper currency was withdrawn at rates which varied widely—in some cases issues had already disappeared through sheer lack of purchasing value of any kind whatever. The new issue, however, having no adequate metallic support behind it, also depreciated rapidly in value, and in 1916 a complete reversal of policy took place. Gold and silver coinage was introduced at a day's notice, and all paper money was withdrawn from circulation. Various means were adopted to accomplish this latter end. Among the most ingenious was the increase of certain taxes, payment of the increase being accepted in paper, which was cancelled immediately on receipt; as this paper was readily obtainable at little cost, it at first imposed practically no additional burden on the taxpayer. Later, however, as paper money became scarce, the surcharge had to be paid in gold, and it still remains as an additional tax and has indeed become a valuable source of public revenue.

CONSEQUENCES OF INTRODUCTION OF METALLIC CURRENCY

It would be too much to say that the consequences of the introduction of metallic currency were foreseen in their entirety by those responsible for the new measure; at the same time, it served as a striking illustration of the recuperative powers of Mexico. It was followed by a renewal of confidence throughout the country—a gold peso could be accepted with full certainty that it would be worth a peso at any time and would not have a purchasing value of only a few cents in the course of a week. Financial contracts could be made with a clear idea as to the result. Employment became more regular; prices reached a reasonable level; and business dealings became no more of a gamble than is inherent in their nature. In fact, it may be reasonably claimed that the currency system of Mexico at this period was on the soundest possible basis, as is shown by the quotations for the gold peso in terms of foreign exchange—it has remained close to par at all times, and has occasionally been quoted even at a slight premium.

One unforeseen result, however, emerged in course of time. At the present time the coinage of gold involves a loss to the mint—the coinage of silver permits a profit to be earned. Mexico is the world's largest producer of silver, and silver was coined in a greater volume than was required by the law of supply and demand. Thus gold went to a premium on the local market, and this premium reached (in July, 1924) 8 per cent—100 pesos in gold coin exchanged for 108 pesos in silver—and the natural consequence was that every one tried to receive payment in gold, but make payments in silver.

No vital inconvenience, however, was felt; the chief visible effect was the appearance of numerous money changers, who derived a substantial profit from minor fluctuations in the rate. A further result of payments in silver was the necessity of carrying bulky bags of currency on the person; this is a common sight in Mexico City, and piles of such bags may even be seen lying on the sidewalk awaiting transfer to some bank or commercial house, without any precaution against theft being apparent.

The inconvenience of handling, counting, and storing currency of this kind is obvious. Other considerations pointed to the desirability of paper money, and the possibility of forming a "sole bank of issue" had been frequently discussed. The difficulty was to secure the necessary gold reserve; this could not be obtained by means of a foreign loan, for interest on all previous loans had been in default for years. An interior loan was impossible, and taxation was insufficient to pay the current expenses of the Government.

IMPROVED FINANCIAL SITUATION

This was the situation at the end of the year 1924. Without much public confidence in the result, the Government then entered upon a campaign of economy, making reductions in the pay-roll of public departments, the railways and the army, and revising methods of taxation where possible. The consequences of this drastic action were as satisfactory as they were unexpected; in seven months back debts had been paid off to the amount of some 20,000,000 pesos, and a reserve (mostly in gold coin) had been accumulated in the treasury to the extent of a further 60,000,000—a total saving of 80,000,000 pesos, fore-shadowing a surplus for the present year of nearly 120,000,000.

The withdrawal of this currency from circulation naturally produced something of a crisis in the commercial world. At the same time, it provided the necessary basis for the establishment of a gold reserve, and in the month of July, 1925, it was decided to form the "sole bank of issue" under the name of the "Banco de Mexico" (Bank of Mexico). Preliminary arrangements were rapidly made. Suitable premises were purchased, and the Act constituting the bank was signed by the President on August 25, 1925, the bank itself being officially opened on September 1, as above stated.

PROVISIONS OF THE ACT SUMMARIZED

The Act referred to consists of five chapters, containing nine sections; the following are among the most important provisions:—

The capital will consist of 1,000,000 shares of \$100 (100 pesos) each, or a total of 100,000,000 pesos. The shares are of two kinds, known respectively as "A" and "B", the former comprising 51 per cent of the total and being purchased by the Government; the latter may be subscribed for by either the Government or the public. (Article 4.)

The objects of the bank are stated to be: (a) the issue of bank notes; (b) the regulation of currency, foreign exchange, and rates of interest; (c) the rediscounting of commercial paper; (d) the management of treasury funds; and (e) general banking transactions.

Suitable arrangements are made for a council of administration and board of management, the following being excluded from serving: (a) persons elected to a public office; (b) persons in Government employment; (c) two or more persons related within three degrees of consanguinity; (d) two or more persons employed by the same commercial company; (e) two or more partners in the same commercial company; (f) persons in litigation with the bank.

Ten per cent of the profits are to be placed to reserve until such reserve is equal to the capital; the remainder will be distributed as dividends up to a maximum of 6 per cent, and any balance as follows: 50 per cent to the Federal Treasury, 10 per cent as a bonus to employees, 5 per cent to the management, and 35 per cent either as additional dividend or to a special reserve.

Bank notes may be issued up to double the value of the gold in reserve, and only against gold, first-class foreign drafts payable in gold, and in rediscounting operations. No forced issue is permitted, but the Federal, State, and Municipal Governments are compelled to receive them at par in payment of all taxes and other debts due them. All notes are redeemable in gold on demand, at par.

The financial control of minting operations is also placed in charge of the bank, and regulations are laid down with regard to rediscounting operations.

The bank is prohibited from loaning funds to the Federal Government to a greater amount than 10 per cent of its paid-up capital, neither can it loan funds to the Governments of States or Municipalities. Many other restrictions are imposed with regard to loans, etc., and provision is made for the publication of a monthly balance sheet.

The details of the Act above summarized indicate a desire to conduct the bank on sound lines, and this impression is confirmed by the care which is being exercised in the issue of paper currency; at the time of writing very few bills are in circulation, but these, as already stated, are accepted freely by commercial houses. The opinion may be expressed, however, that silver will continue to be the principal medium of exchange until the premium on gold vanishes or is reduced to such an extent that the inconvenience of handling silver outweighs in the public mind the profit derived from its use.

THE FOREIGN TRADE OF MEXICO

TRADE COMMISSIONER C. NOEL WILDE

IX

Imports of Machinery and Apparatus

[All values are given in Mexican pesos, the par value of the peso being 49.85 cents, Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

It is impossible to ascertain from the statistics issued by the Mexican Government the relative importance of the numerous classes of manufactures which are listed under the general heading of "Machinery and Apparatus." The following are, however, the largest items:—

	1910-11.	1919.	1924.
Machinery of all kinds for industry, mining, agriculture, the arts, together with single and repair parts	\$23,769,198	\$22,026,270	\$36,009,302
Bulbs for making incandescent lamps, commutators, switches, fuses, etc.	389,840	613,367	965,876
Scientific instruments and apparatus.	455,868	397,646	843,178
Incandescent electric lamps	681,575	728,380	780,466
Sundry.	514,695	350,759	1,341,211
	\$25,811,176	\$24,116,422	\$39,940,033

With regard to the item for "machinery of all kinds," no further details are provided which would enable an analysis of the various kinds of machinery to be made. It may be said, however, that there is a constant demand for mining machinery of all kinds; the market for agricultural machinery is depressed, but should revive as the agricultural situation of the country improves; construction and contractors' machinery is not in great demand at present; factory equipment is required at irregular intervals; and woodworking machinery is imported to a small extent. There is a regular demand for small power units, both electric, oil and gas. Of the total imports, the United States accounted in 1924 for \$29,929,543 (83 per cent), and Germany for \$3,057,705 (8.5 per cent); Great Britain supplied machinery to the value of \$1,639,757 (4.5 per cent); and the balance was divided between numerous other countries, principally European. It would appear that, in spite of the increase in value, the actual imports have lessened during the past fifteen years, machinery (in tons) received being as follows: 1910-11, 67,607; 1912-13, 74,208; 1918, 23,244; 1919, 38,452; 1923, 53,896; 1924, 46,523.

Bulbs, Commutators, etc.—1910-11, \$389,840; 1919, \$613,367; 1924, \$965,876. The principal sources of supply are the United States and Germany, but Canada exported small quantities in 1924 (to the value of \$5,221).

Scientific Instruments and Apparatus.—1910-11, \$455,868; 1919, \$397,646; 1924, \$843,178. In 1924, the United States supplied 70 per cent of the trade, followed by Germany with 17 per cent. France and Great Britain supply small quantities.

Incandescent Electric Lamps.—1910-11, \$681,575; 1919, \$728,380; 1924, \$780,466. Germany and the United States are the principal sources of supply, and France and Holland provide small quantities. The item is worthy of attention by Canadian exporters, but competition is keen and prices at present are low.

Sundry.—1910-11, \$514,695; 1919, \$350,759; 1924, \$1,341,211. Few of the items included in this classification appear to be of interest to the Canadian exporter. Fire extinguishers (\$76,229 in 1924) come from the United States, which also supplies 95 per cent of the duplicating machines (\$78,539). Toys operated by springs, etc., are imported from Germany (\$55,299); arc lamps (\$14,565) and watch movements (\$135,663) come from the United States. Clocks for both public and household use (\$263,191) are imported from Germany to the extent of 65 per cent. Watches (\$670,692) are provided by Switzerland to the extent of 40 per cent of the total, followed by the United States with 33 per cent, Germany with 18 per cent, and France 5 per cent.

Import of Vehicles

The items classified under the heading of "Vehicles" in the Mexican statistics are not numerous, but in many cases are deserving of attention by Canadian exporters. The annual values are as follows: 1910-11, \$9,095,206; 1919, \$11,798,675; 1924, \$24,260,757. These totals are made up of the following:—

Carriages and Automobiles (Passenger), weighing not more than 250 kilograms ($\frac{1}{2}$ ton each).—These amounted in 1911 to the value of \$472,900; in 1919 to \$177,064; and in 1924 to \$11,969. Similar vehicles over 250 kilogrammes in weight accounted for: 1910-11, \$2,062,254; 1919, \$4,303,814; 1924, \$10,127,398. These figures clearly show the growing popularity of the automobile. At present it is estimated that there are some 30,000 of these vehicles in use in Mexico, of which 50 per cent are in the capital. Practically all are credited to the United States in the statistics, but it is understood that Canada does a fair part of the business and her proportion is rapidly increasing. Cars of European design have not enjoyed any degree of popularity, with the exception of one of Italian manufacture.

Railway Rolling Stock.—Imports were as follows: 1910-11, \$4,159,116; 1919, \$2,558,000; 1924, \$4,674,940. The United States exported 97 per cent of the total during 1924. The demand is bound to increase in the future, and the possibilities of competition deserve careful attention on the part of Canadian manufacturers.

Rubber Tires for Vehicles.—These are imported in large quantities, but changes in classification do not permit any effective comparison to be made in detail. In 1910-11 imports were \$674,446. No details are available for 1919, tires having been included with other items. For 1924 the values are analysed as follows: pneumatic tires and tubes, n.o.s., \$1,554,049; rubber tires, even when perforated, \$220,319; pneumatic tires, when each piece weighs more than 4.4 kgs. up to 10 kgs., and corresponding tubes, \$2,041,778—a total of \$3,816,146. Nearly 70 per cent of these came from the United States, but France, Great Britain, and Germany do a substantial trade, and Canada appears in the statistics to the extent of \$21,822.

Cars, Carts, Wagons, Motor Lorries and all kinds of vehicles n.o.s. for commerce, agriculture, and the transportation of merchandise were imported as follows: 1910-11, \$460,808; 1919, \$1,894,566; 1924, \$2,508,617. Of these, 97 per cent, or vehicles to a total value of \$2,453,531 (in 1924), came from the United States, Germany, Italy, France, and Great Britain being responsible for the remainder.

Bodies and Wheel Sets of Automobiles, and single parts thereof, were imported in 1924 to the value of \$1,221,372, and engines and repair parts for the same, to the extent of \$540,982. This item having only recently been separately classified, no comparison can be made with previous years.

Wheelbarrows and Repair Parts.—1910-11, \$495,869; 1919, \$445,814; 1924, \$451,893. These are principally used in mining and construction work, and come from the United States, Germany, France, and Holland; Belgium and Great Britain also appear in the statistics to the extent of a few thousand pesos each.

Bicycles and Tricycles and velocipedes were imported in 1910-11 to the value of \$292,333; in 1919 to the value of \$260,798; and in 1924 as follows: velocipedes and repair parts, man-power, \$389,815; ditto, other than man-power, \$32,327. Sixty per cent of these (\$261,877) came from the United States and 30 per cent (\$130,238) from Great Britain, the latter country in particular enjoying a high reputation for the quality of its bicycles.

Marine Craft of all kinds were imported in 1910-11 to the value of \$294,700, principally from the United States and Great Britain. In 1919 the imports were valued at \$292,602, practically all coming from the United States, and in 1924 they were valued at \$369,802 from the same source.

Axles, Axle Boxes, Springs, Wheels, etc., for carts and carriages, were imported in 1919 to the value of \$178,120, and in 1924 to the value of \$94,143—all from the United States.

Bodies and Wheel Sets of Carriages and separate parts thereof, shafts, thills and wheels, etc., were imported in 1910-11 to the value of \$138,948, principally from the United States, France, and Germany. The trade is decreasing rapidly, the corresponding figures for 1924 being \$20,917. On account of changes in classification, no comparison is possible with the year 1919.

Skeleton Cars, not upholstered or painted, were imported in 1924 to the value of \$386, the business having fallen off from \$44,685 in 1910-11.

CANADIAN REPRESENTATION FOR BRAZILIAN COFFEE

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, September 9, 1925.—It has recently been brought to the attention of this office that practically no Brazilian exporter of coffee has direct representation in Canada, although the Dominion is buying in large and yearly increasing quantities, as will be seen from the following statistics:—

CANADIAN IMPORTS OF COFFEE, GREEN

Imported from country of growth or purchased in bond, twelve months ending March, pounds weight

	1923 Pounds	1924 Pounds	1925 Pounds
United Kingdom.. . . .	540,949	617,523	554,351
Brazil.. . . .	8,666,561	10,109,854	9,406,740
Jamaica.. . . .	5,308,352	4,245,850	4,184,552
Colombia.. . . .	2,159,716	2,397,102	2,807,790
All countries.. . . .	20,457,493	21,091,068	21,266,658

COFFEE, GREEN, N.O.P.

All countries.. . . .	513,064	345,901	145,353
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The large amount of Brazilian coffee shown in the above statistics and invoiced direct to Canada is bought by Canadian wholesalers, partly through United Kingdom agents, but chiefly through the direct representatives of Brazilian exporters in New York and Chicago. The usual commission to intermediaries is 2 per cent of the value of the shipments, c. and f. port of entry, generally New York. As the total value during the fiscal year 1925 of Brazilian coffee sold in Canada was nearly \$2,000,000, profits to intermediaries may be estimated at about \$40,000.

An influential and old-established British exporting firm in Rio de Janeiro is now seeking efficient direct representation in Montreal, Winnipeg, and Vancouver. (This firm supplies a large percentage of the total Brazilian shipments to Canada.) Any well-established firm or agent with a technical knowledge of the trade, and sufficient connection in any one of the cities indicated, is requested to communicate with the office of the Canadian Government Trade Commissioner, Caixa Postal 2164, Rio de Janeiro.

Applications received too late to be of interest to the firm cited above will be transferred to other Brazilian exporters who are also anxious to establish direct sales in the Dominion.

TURKISH CROP PROSPECTS

According to a report compiled by the British Commercial Secretary at Constantinople from reliable sources it is estimated that this year's cereal harvest in Turkey is from 40 to 50 per cent in excess of that of 1924. The tobacco yield will probably be from 20 to 25 per cent smaller owing to the prolonged drought; the quality of the leaf is said to be superior. The production of cotton will also be greatly increased. Figs and sultanias will be lighter owing to the drought, but their quality is high.

CONDITIONS IN THE RUSSIAN MARKET

In the course of an article in the *Bulletin* of the British Engineers' Association the writer, a British engineer of fifteen years' experience of Russian commercial conditions, says: "Russia has now to be rediscovered by those who wish to stimulate their export trade. The possibilities are unbounded for those who will carefully study conditions and adapt themselves accordingly. Regulations governing trade facilities are continually being modified and improved. To-day only firms of good repute can obtain trading licenses and open offices in Russia, provided these firms supply manufactures needed for the re-establishment and successful conduct of Russian industries; are prepared to accord expert modern technical advice (Russia having been practically cut off since August, 1914); and are prepared to deal fairly from every point of view. The Russians are in dread of subjugation of any of their industries by foreign trusts, and jealously, sometimes clumsily, guard against this, but otherwise, once granted a license, firms are at liberty to deal with all internal organizations, syndicates, cooperatives, trusts, associations, etc., and there is no reason to suppose that obligations will not be fully honoured. The financial problem is, of course, the most acute. Russia can buy only a small proportion of her requirements for cash, and, if extensive business is contemplated, credits are inevitable. Under present circumstances it is a distinct advantage to have to deal with the State-owned organizations of Russia. Two or three responsible men, representing a number of interests, if properly piloted, could form a fair opinion as to existing conditions after a two months' visit to Russia. The expense incurred would not be great and the visit would not be un instructive.

GERMAN-BELGIAN TRADE TREATY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, September 19, 1925.—The ratifications of the Provisional Commercial Convention between Germany and the Belgian-Luxemburg Economic Union have been exchanged and the provisions of the Convention become effective on October 1, 1925. This is the first of the post-war commercial treaties with Germany to be ratified which fixes lower conventional rates of duty for goods upon importation into Germany. The conventional rates fixed by the German-Belgian Commercial Convention will automatically apply to goods from all countries having most-favoured-nation treaties with Germany, such as Great Britain and the United States. Approximately 93 items of the German customs tariff are affected by the Commercial Convention, but only in a few cases do the conventional duties apply to products which Canada exports to Germany. The items of the Convention which are most likely to be of interest to Canada, together with the general rates of duty under the new German tariff, are set forth herewith:—

Tariff Item No.	Designation	Convention rate marks per 100 kg.	General rate marks per 100 kg.
ex 47	Apples, fresh— Unpacked from September 25 to December 31	2	6 (from Sept. 25 to Nov. 25, other- wise 8)
	In sacks weighing at least 50 kg. gross:		
	From September 25 to December 31	3	15
	From January 1 to September 24	12	15
	In other packing	12	15
ex 100	Horses, belonging to Flemish, Brabant or Ardenne breeds (pure bred)— Valued up to 2,500 marks per head	140	500
	Over 2,500 marks per head	360	500
ex 915	Motor vehicles— Motor bievcles	265*	350*
	Other motor vehicles of 2,200 kg. (4,840 lbs.) net weight or less	250*	250*

* NOTE.—These rates to apply up to July 1, 1926, after which proportional decreases in duty will be effected every six months until 1928.

NEW CANADIAN TARIFF PROVISIONS BROUGHT INTO FORCE

Canadian customs memoranda just issued give the following information. Under authority of the Customs Tariff 1907 as amended by Chapter 42 of the Statutes of 1923, Tariff item 99C is substituted for tariff item 99B in Schedule A of the Customs Tariff. The two items in question are as follows:

	British Preferential Tariff	Inter- mediate Tariff	General Tariff
99B Raisins and dried currants, per pound	½c.	¾c.	¾c.
99C Raisins and dried currants, per pound	Free	¾c.	¾c.

Under the authority of section 4 (a) of the Customs Tariff, 1907, the benefit of the British Preferential Tariff on sugar enumerated in Canadian tariff item 134 has been extended to the Commonwealth of Australia.

Under the provisions of Section 5 of the Australian Trade Agreement Act, 1925, and subject to the provisions of that Act, the rates of duties set out in Schedule 2 of the Act (see *Commercial Intelligence Journal* No. 1118, July 4, 1925, p. 7), have been extended to goods, the produce or manufacture of New Zealand, when imported direct into Canada.

The foregoing changes all became effective on and after October 1, 1925. See *Commercial Intelligence Journal* No. 1118, July 4, 1925, pages 5-8; and No. 1131, October 3, 1925, page 337, for particulars of new Canadian-Australian Trade Agreement which also went into force on October 1.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 5, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 5, 1925. Those for the week ending September 28, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		September 28, 1925	October 5, 1925
Britain	1.00	\$4.86	\$4.8375
Czecho-Slovakia	1.	.203	.0296
France	1.	.193	.0473
Italy	1.	.193	.0407
Holland	1.	.402	.4020
Belgium	1.	.193	.0436
Spain	1.	.193	.1440
Portugal	1.	1.03	.0520
Switzerland	1.	.193	.1931
Germany	1.	.238	.2381
Greece	1.	.193	.0148
Norway	1.	.268	.1975
Sweden	1.	.268	.2686
Denmark	1.	.268	.2394
Japan	1.	.498	.4090
India	1.	2s.	.3675
United States	1.	\$1.00	1.00
Mexico	1.	.498	.4925
Argentina	1.	.424	.4062
Brazil	1.	.324	.1395
Roumania	1.	.193	.....
Jamaica	1.	4.86	4.8232
British Guiana	1.	1.	.....
Barbados	1.	1.	.....
Trinidad	1.	1.	.....
Dominica	1.	1.	.....
St. Kitts	1.	1.	.....
Grenada	1.	1.	.....
St. Vincent	1.	1.	.....
Tobago	1.	1.	.....
Shanghai, China	1.	.708	.7975
Batavia, Java	1.	.402	.4050
Peru	1.	4.863	4.0500
Singapore, Straits Settlements . . .	1.	.567	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1282. DRIED APPLE RINGS.—An importer in Hamburg, Germany, wishes to get in touch with reliable Canadian packers.

1283. DRIED AND EVAPORATED FRUITS.—An agent in Hamburg, Germany, wishes to secure the representation of a reliable Canadian exporter.

1284. CANNED FRUITS.—A London firm wish to secure the agency of Canadian exporters.

1285. FOOD PRODUCTS.—Argentine manufacturers' agent wishes to receive c.i.f. quotations from Canadian manufacturers. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

Miscellaneous

1286. FISH MEAL.—An agent in Hamburg, Germany, desires the representation of Canadian exporters.

1287. FISH OILS AND FATS.—An agent in Hamburg, Germany, desires the representation of Canadian exporters of fish oil and similar products.

1288. SOFT DRINK COLOURINGS.—Argentine manufacturers' agent handling brewers' and soft drink supplies wishes to hear from Canadian manufacturers of soft drink vegetable colourings. Any containing impurities will be rejected. They will be subjected to careful analysis by the National Department of Hygiene. Small samples, c.i.f. quotations, and full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1289. LIQUID GLUCOSE.—An established Liverpool sugar merchant desires to get in touch with a Canadian manufacturer who can supply liquid glucose of 43 degrees density, to be packed in 5- to 6-cwt. barrels. Quotations preferably c.i.f., but f.o.b. acceptable.

1290. CHEMICALS, GUMS, WAXES, AND TANNING MATERIALS.—A London firm of manufacturers and merchants are prepared to consider Canadian offers.

1291. MINERALS, METALS, AND CHEMICALS.—A London company of chemical manufacturers and merchants are prepared to interest themselves in Canadian minerals and metals, also chemicals, either in the capacity of agents or as outright buyers. They particularly seek a good source of supply of salts of cobalt.

1292. METALS.—Argentine importer wishes to receive quotations from Canadian exporters. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1293. NEWSPRINT.—Proprietors of newspapers in Penang, Straits Settlements, desire samples and c.i.f. prices of newsprint 22½ by 35 inches, double demy, 34 pounds, 500. Competitive price £20 15s. per ton c.i.f. Penang. Orders 5 tons monthly. Will place contracts for six months, if quality and price are satisfactory. Sample on file with Department.

1294. NEWSPRINT.—Proprietors of newspapers in Penang, Straits Settlements, desire samples 20 by 30 inches, double crown, 20 pounds, 500. Competitive price £20 10s. per ton c.i.f. Penang. Orders 5 tons per month. Sample placed on file with Department. Will place contract for six months if quality and price are satisfactory.

1295. WRAPPING PAPER.—Argentine manufacturers' agent wishes to receive samples and c.i.f. quotations from Canadian manufacturers. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1296. BINDER TWINE.—Argentine manufacturers' agent wishes to receive samples and prices from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1297. SHOEMAKERS' SUPPLIES.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1298. GALVANIZED WIRE.—Penang, Straits Settlements, firm desire c.i.f. prices Penang; from 8 up to 25.

1299. WIRE.—Batavia importer desires c.i.f. prices and small samples of wire, tinned or zinc, for binding box shoos in use in large quantities on rubber and tea estates. Pieces of 8, 11 and 12 feet long, 2,000 pieces in a case. Sample filed with Department. They are also interested in a machine which twists, stretches out the wire, binds and cuts it off.

1300. ASSEMBLY WIRES FOR FORD CARS.—Required by Penang, Straits Settlements, importer, who orders 2,000 pieces at a time. Competitive price c.i.f. Penang per piece 19 gold cents.

1301. CARRIAGE BOLTS.—Penang firm requires all sizes from ¼ by 8. C.i.f. prices Penang and full particulars.

1302. CRANKCASE BOLTS AND NUTS FOR FORD CARS.—Penang importer who orders 5,000 at a time desires above. Competitive price 2½ gold cents c.i.f. Penang.

1303. HUB BOLTS AND HUB NUTS FOR FORD CARS.—Chinese importer in Penang desires above. C.i.f. price 2½ cents (S.S. currency). Orders 5,000 pieces at a time.

1304. PISTONS AND PISTON RINGS FOR FORD CARS.—Penang importer desires above. Competitive price 45 cents (gold) f.o.b. for pistons and 7 cents (gold) for rings.

1305. BRASS GAS MAIN COCKS.—Penang firm would be interested to hear from firms manufacturing above. Heavy and medium desired, with c.i.f. prices Penang and full particulars.

1306. RADIO EQUIPMENT.—Importer in Penang, Straits Settlements, wishes to get in touch with manufacturers of metal parts for radio sets for two stages of high frequency, and also super-heterodyne.

1307. PHONOGRAPH MOTORS AND PARTS.—Penang importer desires to import phonograph motors and parts, to be boxed in that centre. Particulars and c.i.f. prices requested.

1308. WOODENWARE.—A Manchester firm are interested in receiving quotations on hair brush stocks. Specifications referred to in report appearing in this issue. Samples available for inspection at Department. Also desire quotations on round-sided laths for clothes racks, 7, 8, and 9 feet long by 1½ by ½ inch.

1309. SHEAVES FOR BLOCKS.—Penang firm desire c.i.f. prices Penang and full particulars.

1310. STIFF HOOK BLOCKS.—Penang firm would be interested to receive c.i.f. prices Penang and full particulars.

1311. TACKLE BLOCKS.—A newly established branch of a very large technical house desire c.i.f. prices Penang and full particulars of above.

1312. ENGINEERING LINES.—British expert whose business necessitates world-wide traveling in interest of export trade wishes to hear from Canadian firms desirous of placing their lines abroad. He is more particularly interested in the following lines: *crude oil engines* (2 to 15 B.H.P., simple, reliable, and cheap); *motors* (A.C. and D.C.) of a type that would be able to compete with similar makes from Germany and the United States; *motor cars*: industrial trucks—(internal combustion and electric); municipal street cleaning and watering appliances and vehicles; fire engines; weighbridges and weighing machines; power looms for carpet making; portable steam engines and steam and internal combustion road rollers; paper slitting and rewinding machines; paper bag making machines; cigarette box making machines; printing machinery; rice hullers; cereal grinding mills.

1313. TUBULAR RADIATORS FOR FORDS.—Penang importer desires full information on above. Competitive price c.i.f. Penang approximately \$11 (gold).

1314. PIPELESS FURNACES.—A London company of heating engineers wish to secure the agency of a Canadian manufacturer upon a basis of outright purchase.

1315. CRUDE OIL ENGINES.—Argentine manufacturers' agent wishes to receive catalogues and c.i.f. quotations from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1316. COMBINED NAIL PULLERS AND BOX OPENER.—Batavia (Java) importer desires to get in touch with firm making above. Must be strongly made.

1317. GARDEN TOOLS.—Argentine manufacturers' agent wishes to receive catalogues and c.i.f. quotations from Canadian manufacturers of garden tools, including spades, shovels, and axes. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1318. SPORTING GOODS.—Argentine manufacturers' agent wishes to receive samples and c.i.f. quotations from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To **PLYMOUTH, CHERBOURG AND LONDON.**—Antonia, Oct. 17; Ausonia, Oct. 24; Ascania, Nov. 7—all Cunard Line.

To **LIVERPOOL.**—Megantic, Oct. 17; Regina, Oct. 24; Canada, Oct. 31; Doric, Nov. 7—all White Star-Dominion; Aurania, Oct. 16; Alaunia, Oct. 30—both Anchor-Donaldson; Montcalm, Oct. 16; Montclare, Oct. 23—both Canadian Pacific.

To **LONDON.**—Brandon, Oct. 17; Bosworth, Oct. 24; Bawtry, Oct. 30; Brecon, Oct. 31—all Canadian Pacific; Wheatmore, Furness, Withy, Oct. 24; Canadian Raider, Oct. 22; Canadian Rancher, Oct. 31; Canadian Aviator, Nov. 11—all C.G.M.M.

To **AVONMOUTH.**—Oxonian, Oct. 17; Cornishman, Oct. 31; Welshman, Nov. 14—all White Star-Dominion; Kastalia, Oct. 24; Parthenia, Nov. 7—both Anchor-Donaldson.

To **SOUTHAMPTON.**—Minnedosa, Oct. 21; Melita, Nov. 4—both Canadian Pacific.

To **NEWCASTLE AND LEITH.**—Cairnross, Oct. 16; Cairngowan, Oct. 23—both Thomson Line.

To **MANCHESTER.**—Manchester Importer, Oct. 15; Manchester Hero, Oct. 22—both Manchester Liners.

To **CARDIFF AND SWANSEA.**—Canadian Victor, Oct. 23; Canadian Leader, Nov. 6—both C.G.M.M.

To **GLASGOW.**—Letitia, Oct. 23; Saturnia, Oct. 30; Athenia, Nov. 6—all Anchor-Donaldson; Marburn, Oct. 22; Metagama, Nov. 5—both Canadian Pacific.

To **HULL.**—Wheatmore, Furness, Withy, Oct. 24.

To **BELFAST.**—Fanad Head, Head Line, Oct. 15.

To **DUBLIN.**—Fanad Head, Oct. 15; Lord Downshire, Oct. 23—both Head Line.

To **St. John's, Nfld.**—Hitherwood, Canada SS., Oct. 17; Canadian Sapper, C.G.M.M., Oct. 16 and Nov. 6.

To **WEST COAST NEWFOUNDLAND.**—Nayarit, Clarke SS., Oct. 14 and 28.

To **St. Kitts, Antigua, Barbados, Trinidad and Demerara.**—Canadian Carrier, Oct. 20; Canadian Runner, Nov. 3—both C.G.M.M.

To **BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.**—Balfour, Oct. 17; Berwyn, Nov. 3—both Canadian Pacific.

To **BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA), BELIZE AND BRITISH HONDURAS.**—Canadian Fisher, Oct. 21; Canadian Forester, Nov. 11—both C.G.M.M.

To **NORWEGIAN PORTS.**—Drammensfjord, Norwegian-American, Oct. 20.

To COPENHAGEN AND BALTIC PORTS.—Maryland, Scandinavian-American Line, Nov. 3.
 To ANTWERP.—Canadian Raider, Oct. 22; Canadian Rancher, Oct. 31; Canadian Aviator, Nov. 11—all C.G.M.M.; Minnedosa, Oct. 21; Melita, Nov. 4—both Canadian Pacific.
 To ROTTERDAM.—Porsanger, Oct. 24; Welland County, Nov. 14—both Intercontinental Transports.
 To HAVRE.—Laval County, Intercontinental Transports, Oct. 24.
 To HAMBURG.—Hada, Oct. 31; Hastings County, Nov. 7—both Intercontinental Transports.
 To ITALIAN PORTS.—Valflorita, Lloyd Mediterraneo Italian Service, Oct. 20.
 To AUSTRALIAN PORTS.—Canadian Scottish, C.G.M.M., Oct. 31.
 To NEW ZEALAND PORTS.—Taransay, New Zealand SS., Oct. 15; Canadian Explorer, C.G.M.M., Oct. 24.
 To SOUTH AFRICAN PORTS.—Calgary, Elder Dempster, Oct. 20.

From Quebec

To LIVERPOOL.—Megantic, Oct. 17; Regina, Oct. 24; Canada, Oct. 31; Doric, Nov. 7—all White Star-Dominion.
 To SOUTHAMPTON.—Empress of France, Canadian Pacific, Nov. 11.
 To AVONMOUTH.—Oxonian, Oct. 17; Cornishman, Oct. 31; Welshman, Nov. 14—all White Star-Dominion.
 To HAMBURG.—Empress of France, Canadian Pacific, Oct. 14.

From Halifax

To HULL.—Valemore, Oct. 14; Wheatmore, Oct. 27—both Furness, Withy.
 To LIVERPOOL.—Sachem, Oct. 14; Rexmore, Oct. 24; Newfoundland, Oct. 31—all Furness, Withy.
 To MANCHESTER.—Manchester Shipper, Oct. 19; Manchester Hero, Oct. 26; Manchester Commerce, Nov. 2—all Furness, Withy.
 To LONDON.—Valemore, Oct. 13; Cornish Point, Oct. 19; Wheatmore, Oct. 27—all Furness, Withy.
 To GLASGOW.—Rhode Island, Furness, Withy, Oct. 18.
 To ST. JOHN'S, Nfld.—Rosaland, Oct. 20 and Nov. 3; Silvia, Oct. 13 and 27—both Red Cross Line; Sable I., Farquhar SS., Oct. 16; Sachem, Oct. 14; Newfoundland, Oct. 31—both Furness, Withy.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Oct. 23; Chaleur, Nov. 6—both R.M.S.P. Co.
 To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Nov. 4.
 To SANTIAGO, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Oct. 21

From Vancouver

To JAPANESE PORTS.—Kaikyū Maru, early October; Kaisha Maru, late October—both Canadian-American Shipping Co.
 To YOKOHAMA, KOBE AND DAHREN.—Toyama Maru, Nippon Yusen Kaisha, Oct. 24.
 To YOKOHAMA, KOBE AND HONG KONG.—Menelaus, Oct. 22; Achilles, Nov. 5—both Blue Funnel.
 To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Oct. 15; Empress of Australia, Oct. 29; Empress of Asia, Nov. 12—all Canadian Pacific.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Oct. 21.
 To NEW ZEALAND PORTS AND MELBOURNE.—West Islip, Pacific-Australian Line, Oct. 24.
 To LONDON.—Eemdyk, early October; Loch Gail, late October—both R.M.S.P. Co.; Matador, Harrison Line, Oct. 18.
 To LIVERPOOL.—Loch Gail, R.M.S.P. Co., late October; Matador, Harrison Line, Oct. 18.
 To MANCHESTER.—Pacific Trader, Oct. 14; London Importer, Oct. 21—both Furness (Pacific).
 To WEST COAST UNITED KINGDOM PORTS.—Canadian Transporter, C.G.M.M., Oct. 24.
 To BORDEAUX, HAVRE AND ANTWERP.—Texas, Oct. 15; Zenon, Nov. 5—both Cie. Gle. Transatlantique (French Line).
 To ANTWERP.—Eemdyk, early October; Loch Gail, late October—both R.M.S.P. Co.; Osiris, United American Line, early October.
 To ROTTERDAM.—Eemdyk, early October; Loch Gail, late October—both R.M.S.P. Co.
 To HAMBURG.—Eemdyk, R.M.S.P. Co., early October; Osiris, United American Lines, early October.
 To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Chercha, Navigazione Libera Triestina, Oct.-Nov.
 To WEST INDIES AND EAST COAST OF SOUTH AFRICA.—West Notus, early October; Hollywood, early November—both Pacific-Argentine-Brazil Line.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of South-east Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne.
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H. R. Pousette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela).
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Cable Address, Canadian.

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Cable Address, Canadian.

Japan

J. A. Langley, Acting Trade Commissioner. Address for letters, P.O. Box 230; office, Room No. 2, Meikai Building, Kobe.
Cable Address, Canadian.

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30.
Cable Address, Cancoma.

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland.
Cable Address, Canadian.

South Africa

G. R. Stevens, P. O. Box 683; Office, Westminster House, Adelderly street, Cape Town.
Cable Address, Cantracom.

Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.)
Cable Address, Canadian.

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.)
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J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.)
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United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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NEW COMMONWEALTH TARIFF PROPOSALS

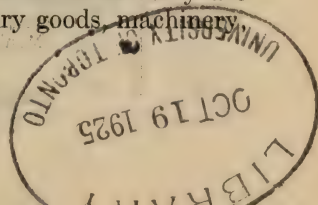
TRADE COMMISSIONER D. H. ROSS

Melbourne, September 8, 1925.—On September 2 the Minister for Trade and Customs introduced into the Commonwealth Parliament comprehensive proposals in respect to decreasing the customs duties on 47 items or classifications, and substantially increasing the duties on 53 classifications. While these alterations to the tariff have not yet been debated nor ratified, they immediately became effective and are now in operation.

Full particulars have been forwarded to the Tariff Division of the Department of Trade and Commerce, Ottawa, should more detailed particulars be desired by Canadian exporters in regard to any lines likely to be affected by the incidence of the new Australian duties.

At this juncture it is considered that the appended comparative schedules will be sufficient to demonstrate the tendency of tariff legislation in recent years in the Commonwealth. It must not be overlooked that Australian manufacturers also enjoy the benefit of the natural protection of ocean freights, marine insurance, exchange, and landing charges.

Some of the reductions (which, in the main, are likely to be ratified) are of considerable advantage to Canada, but, inversely, these concessions in duty are more than counterbalanced by heavy increases in duties on dry goods, machinery and shelf hardware.



STATEMENT INDICATING PRINCIPAL ITEMS THE RATES OF WHICH HAVE BEEN ALTERED IN THE 1925 AUSTRALIAN TARIFF PROPOSALS

(Abbreviations:—B.P.T.=British preferential tariff.

I.T.=Intermediate tariff.

G.T.=General tariff.

N.E.I.=Not elsewhere included).

Item No.	Goods	Old Tariff			New Tariff		
		B.P.T.	I.T.	G.T.	B.P.T.	I.T.	G.T.
176 (E)	Mining machinery, n.e.i.....	27½%	35%	40%	40%	50%	55%
176 (F)	Machines and machinery, n.e.i.	27½%	35%	40%	45%	55%	60%
177 (A) (2)	Locomotives.....	27½%	35%	40%	40%	50%	55%
178 (D)	Motive power machinery, n.e.i.....	27½%	35%	40%	45%	55%	60%
179 (B)	Electric switches, fuses, etc.	27½%	35%	40%	35%	45%	50%
179 (D) (1)	Dynamoes up to 75 K.W.....	27½%	35%	40%	45%	55%	60%
179 (D) (2)	Dynamoes, n.e.i.....	27½%	35%	40%	40%	50%	55%
180 (E)	Wireless receiving sets.....	27½%	35%	40%	35%	50%	55%
181 (A) (2)	Valves for wireless telegraphy and telephony.....	Free	5%	15%	Free	5%	15%
	And on and after 1st January, 1926.....ad val.				27½%	35%	40%
181 (AA)	Alternating current watt-hour meters.....	35%	40%	45%	10s.	12s. 6d.	15s. ea.
	or				35%	40%	45%
	whichever higher.						
155 (B)	Rolled iron or steel beams, channels, etc.—drilled and further manufactured	35%	40%	45%	48s.	75s.	90s. per ton
	and				25%	30%	35%
145	Iron and steel plate and sheet galvanized.....per ton	20s.	27s. 6d.	30s.	20s.	55s.	60s.
152	Wrought and cast iron fittings for pipes, not more than 2" diam.....	27½%	35%	40%	35%	45%	50%
160	Cream separators.....	Free	5%	10%	Free	Free	Free
174	Machines and machine tools not manufactured in Australia.....	Free	5%	10%	Free	Free	Free
182	Bolts, nuts, rivets and washers.....	32½%	40%	45%	35%	45%	50%
189	Guns and rifles.....	10%	15%	20%	Free	5%	10%
208 (C)	Shovels, hammered.....	35%	40%	45%	Free	5%	10%
208 (D)	Shovels, pressed.....	35%	40%	45%	35%	40%	45%
308	Shaving sets and toilet combs	20%	25%	35%	5%	15%	20%
318 (A) (1)	Clocks, n.e.i., etc.....	25%	30%	45%	Free	15%	20%
318 (A) (2)	Watches, time registers, etc.	10%	20%	30%	Free	15%	20%
321 (B)	Optical goods, rolled gold, etc.....	10%	10%	20%	Free	5%	10%
419 (E)	X-ray transformer apparatus other than transformer apparatus designed exclusively for deep therapy.....	Free	10%	20%	27½%	35%	40%
380 (B)	Vacuum cleaners, household.	30%	35%	40%	Free	Free	Free
388	Metal cordage, with core...	Free	5%	10%	30%	40%	45%
185 (B)	Screws for wood.....	Free	5%	10%	27½%	35%	40%
185 (C)	Screws, n.e.i.....	Free	5%	10%	27½%	35%	40%
186	Screw hooks, eyes and rings...	Free	5%	10%	27½%	35%	40%
200	Eyelet and eyelet hooks....	Free	5%	10%	25%	30%	35%
359 (D) (4)	Chassis but not including rubber tyres—						
	(a) Unassembled.....	5%	7½%	10%	Free	7½%	12½%
	(b) Assembled.....	7½%	10%	12½%	5%	12½%	17½%
392 (C)	Woollen yarns.....	10%	15%	20%	20%	30%	35%
105 (F) (1)	Woollen piece goods (except flannel or women's dress fabrics) the invoice selling price of which does not exceed 5s. per lineal yard and	30%	40%	45%	1s.	1s. 6d.	2s. sq. yd.
	and				30%	40%	45%
105 (F) (2)	Woollen piece goods, n.e.i....	30%	40%	45%	35%	45%	50%
110	Apparel—ad. val. rates.....	40%	50%	55%	45%	55%	60%
	Examples:—						
110 (A) (1)	Overcoats and suits:—						
	(a) Men's.....	40%	50%	55%	7s. 6d.	10s.	12s. 6d. ea.
	and				30%	40%	45%
	or				45%	55%	60%
	whichever higher.						

STATEMENT INDICATING PRINCIPAL ITEMS THE RATES OF WHICH HAVE BEEN ALTERED IN THE 1925 AUSTRALIAN TARIFF PROPOSALS—*Concluded*

Item No.	Goods	Old Tariff			New Tariff		
		B.P.T.	I.T.	G.T.	B.P.T.	I.T.	G.T.
	(b) Boys'.....	40%	50%	55%	5s.	6s. 6d.	7s. 6d. ea.
	and				30%	40%	45%
	or				45%	55%	60%
	whichever higher.						
110 (A) (3)	Blouses or skirts (other than knitted) imported separately:—						
	(b) Woollen or containing wool.....each	2s.	3s.	4s.	3s. 6d.	4s. 6d.	5s. 6d.
	and	25%	30%	40%	30%	40%	45%
	or	40%	50%	55%	45%	55%	60%
	whichever higher.						
110 (B) (1)	Blouses, skirts, underwear and bathing costumes:—						
	(b) Wool or silk.....each	2s.	3s.	4s.	2s. 6d.	3s. 6d.	4s. 6d.
	and	25%	30%	40%	30%	40%	45%
	or	40%	50%	55%	45%	55%	60%
	whichever higher.						
114 (D)	Caps and sewn hats, n.e.i. per doz.	8s.	10s.	12s.	10s.	12s.	14s.
	or ad val.	35%	40%	45%	35%	40%	45%
	whichever higher.						
115 (B)	Woollen socks and stockings..	35%	45%	50%	45%	55%	60%
115 (C)	Silk socks and stockings....	30%	40%	45%	35%	45%	50%
120 (C)	Towelling in the piece.....	Free	5%	15%	20%	25%	35%
	Towels.....	5%	10%	20%			
118	Carpets, carpeting, rugs, floor covering, n.e.i.....	10%	15%	25%	Free	10%	15%
	Linoleums, oil cloths.....	10%	15%	25%	10%	15%	25%
392 (D)	Silk yarns.....	Free	Free	10%	20%	30%	35%
393 (D)	Sewing cottons, n.e.i.....	Free	Free	5%	25%	30%	35%
3 (B)	Whisky.....per gal	30s.	32s.	33s.	35s.	37s.	38s.
3 (C)	Gin.....per gal	30s.	31s.	32s.	35s.	36s.	37s.
57 (C)	Maize.....per cental	1s. 6d.	2s. 6d.	3s.	2s. 6d.	3s.	3s. 6d.
206 (E)	Glass lamp chimneys.....	25%	30%	40%	2s. 6d.	3s. 6d.	3s. 6d. doz.
	or				25%	40%	50%
255 (B)	Gelatine.....per lb.	2d.	3d.	4d.	3d.	5d.	6d.
	or ad val.	20%	30%	35%	30%	40%	45%
	whichever higher.						
240 (A)	Tiles viz: flooring and wall including glazed, ceramic, mosaic and enamelled....	25%	30%	35%	3s.	4s. 6d.	5s. sq. yd.
	or				25%	40%	45%
							ad. val.
262	Stone and marble:—						
(C)	Slabs, etc., sawn on one or more faces.....	15%	20%	25%	25%	30%	35%
(D)	Slabs, etc. sawn on one or more faces and one or more edges or ends.....	20%	25%	30%	30%	35%	40%
(E)	Wrought, n.e.i.....	35%	40%	45%	40%	45%	50%
310 (B)	Toys.....	25%	35%	50%	30%	50%	60%
334 (F)	Writing and typewriting paper not less than 16 x 13 inches	5%	10%	15%	Free	5%	10%
	Same item after January 1, 1926.....				20%	25%	30%
334 (H)	True vegetable parchment in sizes not less than 8 x 38 inches.....	Free	5%	10%	Free	Free	Free
334 (O)	Wall paper.....	15%	20%	25%	Free	5%	10%
336 (A)	Parchment, cut and uncut....	10%	15%	20%	Free	5%	10%
6 (A)	Wood naphtha and methyl alcohol.....per gal.	2s.	2s. 6d.	3s.	Free	Free	Free
6 (B)	Acetone.....	30%	35%	40%	Free	Free	Free
84 (A)	Rennet, in liquid form per gal.	6s.	7s.	8s.	Free	Free	Free
84 (B)	Rennet, n.e.i.....	25%	30%	40%	25%	30%	40%
223	Bronzing and metal powders.	Free	5%	10%	Free	Free	Free
264	Acetates for acetic acid.....	20%	30%	35%	Free	5%	10%
274	Cyanide of potassium and cyanide of sodium.....	Free	Free	10%	Free	Free	Free
285	Medicines, not made in Australia.....	15%	20%	25%	Free	5%	10%
252 (A)	Bottles, flasks, etc. up to 8 fluid drams capacity.....	Free	Free	15%	30%	45%	50%

ESTABLISHMENT OF RURAL CREDITS IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 8, 1925.—Apart from the ordinary credits now available to farmers from private banks, a bill for the purpose of establishing a system of rural credits by the Commonwealth Government Bank is stated by the Commonwealth Treasurer to be now ready for presentation to Parliament.

The bill is stated to be designed to make advances on primary products in order to assist in orderly marketing. This new movement of the bank will permit the disposal of products, under the producers' control, at regular intervals during the year, and it is considered will tend to stabilize local prices, with mutual benefit to producer and consumer. It is anticipated that these rural credits will also be valuable to the overseas marketing of the surplus production of Australia. Finance will be arranged through a rural credits department of the bank, which will not only have a capital, but will also be clothed with powers to command temporarily such additional moneys as may be necessary. The capital will be in part provided by the accumulation of 25 per cent of the profits of the Commonwealth note issue.

AUSTRALIAN RESOURCES AND PRODUCTION

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 8, 1925.—An interesting summary of the produce of the primary and secondary industries of Australia for the year 1923-24 has just been made available by the Commonwealth Statistician.

The statement shows that the area under crop in Australia amounted to 16,531,186 acres, and the value of the produce to £81,124,612. Wheat was sown on 11,016,608 acres, or nearly 67 per cent of the total area under crop.

The herds of cattle in the Commonwealth were depleted by one million-head, and the number now stands at 13,357,508. The number of sheep increased to 80,110,461, and preliminary reports suggest that this number will reach 85,000,000 in 1925. During 1923-24, 10,395,712 sheep and lambs, 2,048,940 cattle, and 1,153,984 pigs were slaughtered. The value of all pastoral products for the year amounted to £102,843,000, to which wool contributed £59,078,000. Permanent employment was provided for 458,420 persons in the agricultural, pastoral, and dairying industries, and the value of the implements and machinery used in these occupations was estimated at £37,000,000. The value of the production amounted to £226,080,000, of which £97,421,000 was shipped overseas.

Substantial increases were recorded in all the principal minerals won in 1923, with the single exception of gold, the output of which has continuously declined since 1903. As a result of the general gains, the value of all minerals produced increased from £20,316,160 in 1922 to £22,231,897 in 1923, or by nearly £2,000,000.

The number of establishments engaged in manufacturing during the year was 20,189, employing 429,990 persons, and paying in salaries and wages £77,278,265. The total horse-power of engines used in providing power for the various industries was 1,110,774, and the sum of £10,296,440 was expended in fuel and light. Raw materials to the value of £197,038,726 were used in factories, and the value of the output was £348,577,583. The amount added in the process of manufacture, or the creation of new wealth by the manufacturing industries, was £141,242,417. Capital invested in land, buildings, plant, and machinery represented a value of £182,114,600.

The total value of the production of all recorded industries in Australia during the year amounted to £392,570,000, or an average of £68 5s. 6d. per capita.

AUSTRALIAN BUDGET, 1924-25

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 8, 1925.—The recently delivered Commonwealth Budget Speech covering the fiscal year ended June 30, 1925, shows that the revenue received amounted to £68,854,809, and the expenditure to £65,836,433, leaving an actual surplus of £3,018,376. The revenue was £4,459,809 more and the expenditure £1,467,465 less than the estimate.

The surplus remaining from the previous fiscal year was £1,591,153. Adding this amount to the surplus just received, the accumulated surplus is £4,609,529. This amount is to be disposed of as follows: £1,500,000 for the redemption of the national debt, £750,000 for main roads development, £1,500,000 for naval construction, £100,000 towards the reorganization of the Bureau of Science and Industry to permit a wider and more thorough investigation of the resources of Australia, and an amount of £100,000 to be set aside for prospecting for oils and precious metals. The balance of the surplus remaining, amounting to £659,529, though technically taken to trust fund for the payment of invalid and old-age pensions, really forms a surplus of cash to meet the fluctuating requirements of the Treasury.

The most outstanding features of the budget, from the point of view of the ordinary taxpayer, are a reduction of $12\frac{1}{2}$ per cent in the income tax, the abolition of the amusement tax where the price of admission is less than 2s. 6d. (60 cents), and an increase in the old-age pensions from £1 15s. to £2 a fortnight. It is estimated that the revenue during the current fiscal year (1925-26) will amount to £57,458,586, and the expenditure to £56,619,283, or £839,303 less than receipts.

EXPANSION OF PORT OF MELBOURNE

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 8, 1925.—The importance of the port of Melbourne from a commercial point of view is disclosed in the recently issued report of the Harbour Trust Commissioners for the calendar year 1924.

The gross trade of the port, imports and exports, amounted during the year to 5,037,232 tons, being 400,842 tons in excess of 1923. There has been an uninterrupted increase both in goods and in ships' tonnage since 1910. Since 1920 imports have increased by 40 per cent, exports 22 per cent, and ships' tonnages 54 per cent. The gross tonnage of shipping in the port in 1924 was 11,833,416, being an increase of 17,801 tons. The present effective berthing space in the port is 43,448 feet, equal to more than eight miles in length, with an area of over 67 acres of wharf space. There is now under construction a further 6,208 feet of berthing, making a total of 49,656 feet, or about $9\frac{1}{2}$ miles.

The steamers of the Canadian Government Merchant Marine, Limited, are regular visitors and during 1924 made eighteen calls with cargoes of Dominion products.

PREPAY POSTAGE FULLY

Remember the letter rates of postage are:—

Canada and other places in the North American continent: 3 cents for the first ounce; 2 cents for each additional ounce.

Great Britain and other places within the Empire (except places in the North American continent): 4 cents for the first ounce; 3 cents for each additional ounce.

Other countries: 8 cents for the first ounce; 4 cents for each additional ounce.

MARKET CONDITIONS IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, September 14, 1925.—Business conditions in New Zealand have recently shown some improvement, which is being maintained from week to week, with prospects for still better conditions with the approach of the summer season. Soft goods have not been selling so well as other lines owing to changeable weather, but prices in the main remain stable. Wholesale houses report that business is a little quiet again after supplying the extra wants occasioned by the visit of the United States fleet, and city trade has fallen off a little. On the other hand, country business has been better since the visitors to the cities have returned home. Farming prospects at present are conducive to more confident buying.

In novelties there is continued business in artificial silk, now being manufactured in Bradford and Manchester, the strongholds for wool and cotton respectively, for use in combination with those materials. This condition is encouraged by the high price of cotton and by the phenomenal level reached by wool about nine months ago.

HARDWARE AND METALS

Merchants report a distinct change in the hardware trade due to the virtual elimination of the United States as a source of supply, except for those hardware manufactures in which that country specializes. This relative disappearance of competition is partly due to the operations of the preferential tariff and is also attributed to the reported trade boom now being experienced in the United States. This boom has operated in two ways; it has opened up a great domestic outlet, which is apparently able to absorb a large proportion of production, and it has so raised prices that it is difficult for manufacturers in the United States to compete with other factories. As a result the Auckland market is now practically bare of many lines of heavy hardware which a short time ago the United States practically monopolized. In the well-known proprietary lines and in the raw products peculiar to that republic the importation continues even more heavily than the average.

Good supplies of galvanized iron are available and a fair demand exists with quotations steady at £31 for corrugated and £30 for plain. Wire nails are in ample supply and brisk inquiry at £23. Fencing wire is well stocked and the demand moderate. Canadian rules £18 for plain and £25 for barbed. English remains at £19 and £26 for plain and barbed respectively. Adequate supplies of pig-iron are quoted at £9 to £10. Bar iron and steel are in good supply and selling steadily at £23. Good stocks of iron pipes are available at 45 per cent off base price for galvanized, and 55 per cent off for black.

FISH

There is little to report as regards salmon; the general pack is reported to be somewhat light, except for pinks, and consequently it is anticipated that supplies will be somewhat limited. Stocks are low, and quotations remain firm at following prices: sockeye, 19s. 6d. to 20s. for 1-pound and 10s. 6d. for ½-pound; cohoes, 14s. and 7s. 6d.; and pink at 10s. 6d. and 6s. For the new pack, due to arrive early in November, the following prices are quoted: sockeye, 19s. 9d. to 20s. 3d. for 1-pound and 10s. 6d. for ½-pound; cohoes, 13s. 6d. to 14s. and 7s. 6d.; pink, 9s. 3d. to 9s. 6d. and 5s. 6d.; chums, 8s. 3d. to 8s. 9d. and 5s.—all quotations net c.i.f. Sardine stocks are about normal and prices remain 8s. 3d. to 8s. 6d. for halves and 4s. 6d. to 4s. 9d. for quarters.

ONIONS

Japanese onions have been arriving via Australia. The present quotations are from 22s. 6d. to 24s. per crate. It is not anticipated that further supplies of this commodity will come from Japan this year, as the R.M.S. *Niagara*, due here to-day, will have the first shipment of the Canadian variety, the prices for which are 28s. to 30s.

OATS

The market for oats is dull, the recent firmer tone not being maintained and merchants are asking 5s. 3d. to 5s. 4d. ex store for the few orders being booked.

WHEAT

The market for fowl wheat is still rising and the present quotation of 9s. 3d. will no doubt be advanced. Reports from the Canterbury district are not very encouraging. One agriculturist has estimated that the shortage this year may approach five million bushels. Australia is expecting a very large crop, although, according to present indications, the price will be high.

FORESTRY IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, September 11, 1925.—New Zealand is now well aware of the necessity of providing greater supplies of locally grown timbers for the future. The indigenous forests in many sections of the country have been reduced to a minimum through various causes. This state of affairs is being overcome by a progressive reforestation policy by the Government as well as by public and private enterprise. In 1920 a State Forest Service was formed whose duty is to conserve existing supplies, replant areas, protect and control wild life of harmless animals in the forests, and similar offices.

The annual report of this service has recently been published and contains a great deal of interesting data. On 5,589,500 acres of commercial forests—of which 75 per cent is state-owned—there are 38,876,040 feet board measure of soft woods, including kauri, totara, matai, miro, kahikatea, silver pine, and kaikawaka, and 23,187 million feet of hardwoods—beaches and tawa. As in all civilized countries, by far the greatest demand is for soft woods, and the total quantity of economically available wood of this class is 25 million feet board measure.

Forest plantations, consisting chiefly of immature growing forests, to the extent of 141,250 acres yield at present only small, though increasing, supplies. The present annual consumption of sawn timber is 240 feet per capita, and computations, based on this figure, and on the normal trend of population increase and development and expansion of agriculture and secondary industries, indicate that the gross consumption in 1965 will be 675 million feet per annum. It is further estimated that the virgin soft wood resources will be economically exhausted by 1965-70.

It is thus obvious that something must be done to replant large areas if New Zealand wishes to be able to produce any timber for her requirements. Officials of the State Forest Service consider that it is possible to provide internally for the annual requirements, and to this end the Government has been recommended to increase the area of state plantations from 63,000 acres as at present to 300,000 acres by 1935. If such a course is followed, it is estimated that the supplies of timber by 1965 will be as follows: state plantations, 450 million feet; indigenous forests, 50 million; local body, proprietary, and private plantations, 150 million; and importations, 50 million feet—a total of 700 million board feet.

TRADING WITH BRITISH HONDURAS

TRADE COMMISSIONER JAMES CORMACK

[The following notes on the trade of British Honduras, with special reference to Canadian opportunities in that colony, have been compiled by Mr. Cormack as the result of a recent visit.]

Kingston, Jamaica, September 17, 1925.—The colony of British Honduras has an area nearly as large as the total of all the British West Indian islands, but its population is only 45,000, of which about 1,000 are European. It lies on the mainland of Central America and is bounded by Mexico on the north, Guatemala on the west and south, and by the sea on the east, its next neighbour in that direction being Jamaica, some 600 miles away. The trade of this colony is more important than the extent of its population would seem to indicate as, owing to the safety of goods within her territory and other factors, a great deal of importing for, and of re-exporting to, adjoining parts of Mexico and Guatemala is done by merchants of Belize. Unlike other tropical countries, the population, being almost entirely timber workers and their dependents, rely very largely on imports for their staple foodstuffs of pork, flour, and rice. Very little agriculture is carried on in the colony.

Notes on the Import Trade

Previous to the conclusion of the British West Indies Trade Agreement of 1920 the returns showed no goods as reaching that colony from Canada. Of a total value of imports of \$3,894,251 for the calendar year 1924, Canada is credited with \$430,248, roughly 11 per cent of the total as against 8 per cent the previous year, and that in spite of a great drop in one of the principal lines of export—whisky—by about \$76,000 from 1923. As illustrating the growth of trade it may be stated that the average cargo for British Honduras carried per ship by the Canadian Government Merchant Marine in 1921 was 58 tons; in 1922, 67 tons; in 1923, 171 tons; in 1924, 176 tons; and in 1925, 195 tons. Roughly, about 50 per cent of the imports of British Honduras in 1924 were from the United States.

AGRICULTURAL MACHINERY AND ACCESSORIES

The trade in agricultural machinery is very small, averaging about \$1,000 per annum, and it is held almost wholly by the United States. There is some trade for small ploughs, but no business for seeders, mowers, and the like. As the cultivation of citrus fruits is to be extensively cultivated (the first shipment thereof to Canada being en route at the time of writing), there should be some demand for sprayers and accessories.

AGRICULTURAL TOOLS

The average husbandman in British Honduras still does his tilling largely by scratching the surface of the soil with his cutlass. There is, however, some moderate demand for spades, shovels, and picks, but practically none for rakes, hoes, and forks. Canadian agricultural tools have made an entry into the market and should succeed in some lines against United Kingdom and United States supplies. The machete, however, will probably remain the product of United Kingdom factories, who are by far the largest suppliers.

AUTOMOBILES AND ACCESSORIES

There are only about 100 cars in use in British Honduras, and there cannot be much expansion in this trade until more roads are built. The large majority

of the cars are Fords, which in price and style seem to be most suited to the needs of the country. These are all from the American plant. Canadian-made motor tires are on the market.

AERATED WATERS AND BEERS

No ginger ale of Canadian manufacture has been imported since 1922, when a small shipment was sent in. The average annual business, valued at about \$4,000, is divided between the United Kingdom and the United States. Sweetened varieties are made by three fairly good local factories. Sales of Canadian beer are increasing and amounted in 1924 to \$1,208, but the well-known British beers and stouts dominate the market, the United Kingdom being credited in 1924 with \$15,225, or roughly 65 per cent of the total trade.

APPAREL

In 1924 imports from the United States were valued at \$83,842; the United Kingdom, \$14,774; and Canada, \$2,116. This is a 10 per cent decrease from the trade of 1923, but an increase for the United Kingdom of about 20 per cent and for Canada of about 85 per cent. There is a fair sale for ladies' knit vests, some of which are imported from the Dominion. For men, a short-sleeved cotton knit undershirt sells best. A well-known American brand which is bought for \$4.60 per dozen first cost is most popular. There is some sale for fleece-lined stockinette underwear for men, which costs \$7.10 per dozen in the United States factory. Care will have to be taken with Canadian products to ensure that they do not shrink. There is a good trade in cotton, lisle, silk, and woollen hosiery. Canadian ladies' silk hosiery was stated to have a fine appearance, but was regarded as somewhat deficient in wearing qualities. There is a small trade in ladies' and gents' bathing suits, but a large part of this business is done by mail order direct. There is a good sale for umbrellas, either steel or wood framed, but these must be very large with at least 16 ribs; they are now obtained from the United Kingdom and the United States. In men's shirts the only style which sells is the coat shirt, that in largest demand costing from \$10.50 to \$15 per dozen. There is a good sale also for blue denim overalls of a cool type without coats, the first cost of which at United States factories is about \$1.25 each. Hats and caps and "straws" are mostly from the United States and England, and sell well. Italy supplies most of the soft felt hats. There is no trade in semi-ready suits, although some light-weight cloth trousers are in stock. There is but a small turnover in corsets. Ladies' ready-made house dresses retail at not more than \$2 each to command any worthwhile sale. There is still a large trade in merino shawls, mostly black, especially amongst the southern inhabitants; but hats are gradually displacing them as head gear. There is also some trade for scarves (not knit) of crepe de chene and other silks. In men's neckwear the demand is largely for soft collars, or those attached to the shirt. Generally speaking, the market calls for cheap lines, but it is significant to note that the former predominating demand for American prints is fast yielding place to better-quality materials for ladies' dresswear. Attractive display in the banding, boxing, packing, marking, and finish of personal furnishings adds greatly to their selling power. Haberdashery goods with metal parts are usually enclosed in waxed paper envelopes to prevent them from tarnishing, as the air of British Honduras is very corrosive. There is a good sale for the combs, clasps, and barettes suitable for the present vogue of bobbed hair. French goods in celluloid or imitation tortoise-shell are extensively stocked.

BOOTS AND SHOES

Imports in 1924, \$163,730: United States, \$108,317; United Kingdom, \$37,233; Canada, \$17,528. Since 1921 the trade has been steadily increasing. The wide

variety seen in the stores were practically all American in style and the majority were of a distinctly dressy type. Only one Canadian make was seen; the only criticism of it was that it was slightly too expensive to sell well. In men's footwear ankle boots predominate, but low shoes are most popular with women. Men's leather shoes of medium quality with crepe rubber soles are good sellers. As a rule all men's footwear is equipped with half rubber heels. For logging a locally made rough moccasin is worn, quite unlike the Canadian type, having no heels, but a hard leather solid sole. These cost the stores \$1.75 per pair. There is a fair demand for the heavy leather calf-high type of boot suitable for forest workers. They should be waterproof or constructed to stand up well in sodden ground. In ladies' wear, apart from the usual lines of dressy kid shoes, white canvas footwear, strapped, in American styles, with light leather soles, a medium high heel, and costing (first cost) from \$1.50 to \$2, commands the readiest sale. Children's shoes consist largely of light rubber-soled canvas footwear with single cross-strap. Rubber-soled shoes are almost entirely Canadian in origin and are in good demand. These shoes, although originally looked upon as an outing or sports shoe, are light and comfortable and have partly displaced the slipper and other footwear as used by the impoverished native.

BAGS, TRUNKS AND VALISES

Imports in 1924, \$5,848, chiefly supplied by Canada. It is expected that the Dominion will this year absorb an even larger share in the trade. There is a good business in fibre and tin-covered small trunks 26, 28 and 30 inches in length.

BICYCLES

Imports in 1924, \$10,000. As the roads and streets are none too good, the stronger built English cycles of different makes control 90 per cent of the trade. There are about 1,000 bicycles now licensed.

CEMENT

Imports in 1924, \$9,665, almost wholly Canadian.

CHEMICALS

The total quantity of carbide consumed last year was 12,000 pounds, of which Canada supplied 30 per cent. As the carbide is now used largely for small lamps there is a lessening demand for the big containers, the sales being mainly of the small tins. Carbonic acid gas in cylinders is imported from Canada for aerated water manufacture and is well liked in the market. Very little fertilizer is imported, although it is expected that, if the citrus fruit export trade is a success, there will be an opportunity for selling chemicals for protective purposes. A small quantity of dynamite is imported from the United States, and gunpowder for sporting purposes was brought in last year to the value of \$5,675.

ELECTRICAL APPARATUS AND GOODS

The total annual trade is almost wholly from the United States and amounted to a little over \$5,000 last year. The Belize Electric Light and Ice Company, which is Government controlled, supply the power. The head of this concern was in Canada when the writer was in British Honduras, and was expected to find there a source of supply for some of their requirements, an improved plant being in contemplation. There is now in use a 3-wire system, D.C., giving a voltage of 225 for power and 110 for light. The price of power is 25 cents per kilowatt and of lighting 35 cents. (Ice sells at 55 cents per 50 pounds). Electric fixtures are largely brought from New Orleans. Plain metal filament globes are imported largely from England and the United States; 30's and 60's land in Belize at 24½ cents apiece. Screw sockets are used.

FURNITURE

Despite the fact that British Honduras is a timber country, there is a fairly good import of manufactured wooden furniture, valued at \$6,606 in 1924. Canada has about 50 per cent of the trade, closely followed by the United States, the largest supplier in 1923. The business done is mostly in small tables and in chairs. Ordinary cheap dining room chairs from \$9 to \$15 per dozen are the best sellers. There does not seem to be much demand for rattan chairs, but a fair trade is done in cheap rockers. In metal furniture, Canada is credited with \$568 out of a total of \$19,436. This business would seem to consist largely of iron beds as put out by the Simmons factory, and a few refrigerators. If the contemplated cold storage steamers from Canada begin to operate, there should be an increased demand for a cheap refrigerator to hold a block of 50 pounds or 100 pounds of ice, which are the sizes now sold locally.

GLASS AND GLASSWARE

Imports in 1924, \$12,000: 80 per cent from the United States. The big sellers are lamp chimneys. Last year the Dominion made an entry into this trade and headway should be made in certain lines. There is very little import of bottles, used bottles being relied on to fill requirements. There is a fair trade in window glass, which is largely continental in origin. Table glassware of a heavy type is fairly extensively used, but there is not much demand for art glassware, and none for cut glass.

ANIMAL FEED

Hay to the value of \$3,580 was imported in 1924, of which Canada supplied over 50 per cent, followed by the United States (\$1,359) which was formerly the main supplier. In oats the United States had the most of the trade in 1923, but in 1924 Canada with 194,390 pounds valued at \$4,155 had about 60 per cent of the total trade, the remainder being divided between the United Kingdom and the United States. In animal feed other than hay and oats the United States has nearly all the trade, valued annually at \$4,000.

EXTERNAL TRADE OF SOUTH AFRICA DURING 1924*

TRADE COMMISSIONER G. R. STEVENS

IV

Imports of Textiles and Clothing

CLOTHING (SECOND-HAND)

A large business is done in second-hand clothing in South Africa, supplies being imported for the native trade. Indeed South Africa is one of the principal markets of the world for such garments. However, the already heavy duties upon such clothing have been materially increased in the new tariff with the professed object of ending the imports, if possible.

A rather interesting graded scale of duties has been imposed, which increases yearly by specific amounts for the next three years. It is probable that if the final duty is not sufficient to end this trade, even higher duties will be imposed in the future as it is not regarded by the authorities as satisfactory or profitable commerce.

* The first part of this review, which dealt in general terms with the imports and exports of South Africa and with the principal sources of supply, was published in No. 1130, and the second and third parts, on foodstuffs, in Nos. 1131 and 1132. Further instalments will appear in later issues.

CLOTHING—MEN'S AND WOMEN'S (READY-MADE)

	1924	1923
Great Britain	£3,185,542	£3,125,067
France	71,102	41,573
United States	86,812	45,048
All suppliers	3,616,069	3,445,624

The above statistics show the extraordinary dimensions of this trade, which is largely monopolized by Great Britain. The demand for imported bespoke (that is, tailor-made clothing) is comparatively limited, amounting to only about £60,000 per annum, which is nearly all supplied by Great Britain. It is not too much to say that, taken as a whole, the entire rural population of South Africa is clothed in British ready-mades, whose serviceable qualities and low prices make a special appeal to the country population.

For this trade the average value of suits of clothes is not more than £3 (\$14.50) per suit, and it is probable that the bulk of the imports average very little more than £2. It is obvious that the best qualities of ready-made clothing must sell below the lowest prices of locally tailored garments. South African tailoring begins at about £5 10s. (\$26.50) per suit and quite good-quality tailoring is obtainable at £6 6s. and upwards.

To ready-made garments the following charges must be added before they reach the consumer—ocean freight, insurance, and South African clearing charges, approximately 50 cents per garment; duty, 15 per cent ad valorem; agent's commission, 5 per cent; retailers' profit, 20 per cent. If the above amounts are subtracted from approximately \$30, the Canadian exporter can determine the f.o.b. price at which he must sell his garments in order to obtain an entry into this market.

The new tariff places a suspended duty of 10 per cent upon ready-made clothing, but it seems improbable that this will be invoked in the near future owing to unsatisfactory labour conditions in the South African garment trade. Moreover, it is improbable that 10 per cent will make any great difference to the British monopoly in this particular item. The trade being so largely a rural business, for the consumption of the most conservative classes imaginable, it is doubtful if American cuts and styles would have any marked success.

CORSETS

	1924		1923	
	No.	£	No.	£
Great Britain	191,102	43,496	211,535	56,801
United States	72,886	29,278	92,480	39,507
All suppliers	275,369	77,811	311,245	98,768

For the first time the item of cotton corsets is differentiated from the general item in the customs returns. This shows Great Britain to be the chief supplier of cheap corsets, supplying 80 per cent of the imports at an average value of between 4s. and 5s. per pair. There is probably a considerable quantity of girdles and sports corsets in this number. In broadened and better quality corsets the United States is the predominant supplier, the average value of American corsets being almost 10s. per pair.

American corsets are extensively advertised, firms maintaining their own factory representatives to demonstrate the lines and conduct publicity campaigns from time to time. As a result it is probable that, while the entire value of imports are not increasing, the American corset is being popularized to some extent at the expense of cheaper British lines. Canadian suppliers in a position to compete with the leading American companies should examine the South African market, as a quite satisfactory business is available.

HATS AND CAPS (FELT)

	1924		1923	
	Doz.	£	Doz.	£
Great Britain.. . . .	54,685	148,729	65,212	184,279
Italy	21,927	37,639	15,517	29,638
United States	428	537	874	1,160
All suppliers	87,116	205,053	94,178	233,409

South Africa is very largely a felt-hat country, and at present no hats are locally manufactured. Great Britain has almost the same predominance in hats which she enjoys in other ranges of men's haberdashery. An important exception, however, must be made with reference to one famous American line which is undoubtedly the largest single seller in this market. The insignificant imports shown in the table for direct shipment from the United States do not reflect the turnover in this line, variously estimated at from £25,000 to £40,000 per year.

It is interesting to note that American sales have been aided to a considerable degree by the motion pictures, particularly pictures which show rural characters wearing broad-brimmed hats. The picturesque slouch hat which passed away in Western Canada many years ago is still extensively worn in South Africa, not only in the rural districts but also by the younger men in the towns and dorps.

On account of the predominance of this one American line, American styles are very well known and liked in the market; moreover, their workmanship and quality are regarded as quite comparable with those of British offerings.

There are three qualities of felt hats which command a large sale in South Africa; at 90s. (\$21.87) per dozen, 120s. (\$29.16) per dozen, and a top quality at perhaps 150s. (\$35.45) per dozen. Cheaper hats than these lines are imported, but the Continent caters for this comparatively limited trade.

Canadian manufacturers who can offer up-to-the-minute American styles in the price range indicated (which may be taken as f.o.b. ocean ports, with a commission of perhaps $7\frac{1}{2}$ per cent included) would stand a fairly good chance of obtaining a share of the local trade in this product. This would apply particularly if they were able to offer distinctive styles which would appeal to the larger retail establishments on a basis of sole stocking rights on a minimum purchase plan. Extensive advertising, however, particularly the use of cinema facilities, would be essential to success.

HOSIERY

	1924
Great Britain	£482,286
United States	172,822
Germany	55,666
All suppliers	760,591

Insignificant quantities of hosiery are knit in the Union, and a very good market is available, particularly for the cheaper lines. During the last few years in South Africa, as elsewhere, there has been a remarkable swing towards artificial silk and artificial silk mixtures in ladies' hosiery. The trade is a fairly diverse one, and it would be perhaps as well to examine the various classes of imports.

Woollen.—In woollen hose, Great Britain is supreme. The imports of £167,000 per annum are almost entirely British and consist very largely of men's half-hose. The bulk of the imports of ladies' woollen hosiery is sport lines, together with a limited range of good quality stockings for use during the rainy season. The British suppliers advertise their lines and are constantly turning out new designs and mixtures. It is a most up-to-date and satisfactory trade, and it is probably impossible for any one else to compete.

Cotton.—The imports of cotton hosiery for 1924 were valued at £346,769. The demand for such hose is probably diminishing, except in the very cheap lines, which the United States and the Continent supply. Nevertheless, Great Britain has about 65 per cent of this trade, of which a very large proportion, designed for the native trade, will be in the neighbourhood of \$1 per dozen, and even less. It is a trade to which Canada could not possibly cater, as goods of this quality are not made in the Dominion.

Silk and Rayon.—Other stockings consist of artificial silk and mixtures, silk and silk mixtures, and art silk and cotton mixtures, and were valued at £246,063 in 1924. This is a rapidly growing trade. To date the United States have been well in the lead in the supply of both silk and artificial silk hosiery, but it seems possible that their pre-eminence will be challenged by Great Britain before long. (Last year Great Britain supplied £101,215 as against £126,073 from the United States.)

The American shapes, colours and prices have been more favourable in the past, but the improvement in the British offering in the last year has been remarkable. Importers state that for the first time the moulding and general appearance of cheap British silk and art silk stockings has become satisfactory.

The large trade is, of course, in artificial silk in a price range of from perhaps \$2.75 per dozen to \$4.50. The imports are very largely in flesh shades. The cheaper types of these stockings are seamless and the better types have both mock seams and mock stitching.

Buyers invariably examine a new line for the size of the tops as a large, or elastic, top is essential. One or two British lines which are doing extremely well at present have an extraordinary weave, which places a cotton thread on the inside of the stocking while preserving the mercerised rayon surface on the outside. This improves the wearing quality of these stockings immensely; moreover, they are sold at a comparatively low figure.

Canada is doing very well in the supply of art silk and silk hosiery and her business will probably show marked increases in the future. Some excellent Canadian lines are being marketed at almost the bottom of the price range. On the whole, Canadian hosiery is quite as favourably situated as American offerings, and agencies for Canadian artificial silk hosiery are at a premium at present.

In silk hose the bulk of the demand is for a good-weight silk in a price range of from \$7.50 to \$9.50. The same characteristics are essential as in art silk hosiery, large or elastic tops, mock seams and mock stitching. In the top ranges of silk hosiery the wedge shape of the heel is appreciated. Chiffon silk hosiery is not in any particular demand. There is a fair market for milanese, but its expense limits the sale to evening wear.

It is becoming more and more necessary for hosiery brands to be advertised in South Africa. An increasing amount of hosiery business is being done on brand, and firms participating in the trade must necessarily consider advertising allowance at a comparatively early date; otherwise they will find themselves restricted to exclusive accounts which will do the advertising upon their behalf.

UNDERCLOTHING

	1924	1923
Great Britain	£537,027	£1,104,807
Germany	17,537	69,896
United States	67,645	242,369
Japan	99,661	103,394
All suppliers	756,371	1,568,868

The very considerable drop in value of underclothing imported during the past fiscal year is due partly to lowering of price but indicates business below normal for the year.

On an average the imports of underclothing into South Africa should amount to approximately £1,000,000 per annum, of which Great Britain supplies between 70 per cent and 80 per cent. In the better classes of underwear Great Britain has little competition at present.

About 15 per cent of the entire imports are usually wool garments, and in these lines Great Britain is below all competition. A few better-class makers monopolize this trade, giving their agents extensive assistance. The trade, however, is largely centred upon the high veldt and is not very extensive because of the low purchasing power of the working classes.

The second minor import is high-class cotton underclothing. Here, likewise, Great Britain is supreme, although manufacturing very much the same type of garment as that made in the United States and Canada. The British manufacturers attack the market much more definitely and through liaison with the large importing houses manage to control the business almost in entirety. There is, however, a definite opening for Canadian light-weight underwear of the cellular type.

The third minor import consists of ladies' lines, particularly vests, for which there is a very large sale in the cheaper ranges to all classes of the population. In this trade the Continent, Japan, and the United States cut in to a limited extent. Both in vests, waists and bloomers, with the exception of the cheaper lines, which are Japanese, and the very best goods, which are French and Swiss, Great Britain is almost preponderant in this division of the imports.

The really large trade in underwear, however, is in none of the foregoing. It is in the supply of cheap cotton underwear to the native trade, this latter being one of the most valuable single classes of business in South Africa. Whatever other garments the ordinary native possesses, he will have a cotton blanket and a cotton singlet. Naturally, for he is unable to buy better, these are very cheap goods. Nevertheless, the type of garment preferred is one with which Canadians are very familiar: the cotton singlet with the napped inner surface, which we call "fleece" finish. Probably 90 per cent of the imports from Japan and the United States consists of this garment and probably 40 per cent of the imports from Great Britain are rather better qualities of the same type. Japanese qualities are lowest of all; they commence in an extremely light and scarcely napped line in the neighbourhood of \$2.50 per dozen f.o.b. Japan; there is then a jump to a much heavier, but equally rough garment, in the neighbourhood of \$5.50. Above this price British lines of light weight but good finish begin to come in, and in the neighbourhood of \$6.50 American garments, which are comparable to Canadian weights and qualities, are quoted.

A very large proportion of American sales under this category in the past have been army supplies, but at present American manufacturers are quoting very good ranges of the same sort of garment at approximately the prices indicated.

This trade is too diverse and too important to be dealt with in the course of a condensed report such as this, and it is hoped to furnish particulars in the course of subsequent reports. Any Canadian manufacturer of fleece garments, however, who is not represented in South Africa, is urged to communicate with this office at once, as additional information will be furnished regarding the demand for these commodities.

THE FOREIGN TRADE OF MEXICO

TRADE COMMISSIONER C. NOEL WILDE

X

Imports of Arms and Explosives

[All values are given in Mexican pesos, the par value of the peso being 49.85 cents, Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

The total value of the imports of arms and explosives into Mexico during recent years was as follows: 1910-11, \$3,212,567; 1912-13, \$4,254,569; 1918, \$2,982,471; 1919, \$3,085,833; 1923, \$4,528,878; 1924, \$3,991,658. The classification consists of a few items only, and of these none but explosives and accessories for the mining industry are of real importance. It appears also that, for obvious reasons, importations for Government purposes are not included in the statistics, and to that extent do not reflect the actual position of foreign trade in this particular class of manufactured product.

The following statement gives a summary of the value of imports during the three years selected for purposes of comparison:—

	1910-11	1919	1924
Detonators for explosives	\$ 134,917	\$ 288,276	\$ 350,520
Dynamite, gun cotton, etc	1,004,725	2,218,309	2,650,227
Mine fuses	344,420	445,238	720,960
Cartridges, loaded or unloaded and percussion caps	955,358	72,805	111,400
Firearms, repeating or b.l.	577,578	11,701	58,059
Firearms, other	52,656	921	23,562
Fireworks	88,383	45,592	44,397
Powder, other than blasting.	29,663	2,653	24,829
Side arms	24,867	338	7,704
	<hr/> \$3,212,567	<hr/> \$3,085,833	<hr/> \$3,991,658

The analysis of the above table is as follows:—

Detonators for Explosives.—This item reflects, more than any other in the official statistics, the comparative prosperity of the Mexican mining industry, which is still more clearly shown by a comparison of quantities. Such a comparison gives the following results in tons: 1910-11, 64.9; 1918, 43.2; 1919, 48.5; 1923, 71.8; 1924, 77.5. Seventy-five per cent of the total comes from the United States (\$259,440), and Germany and Belgium supply practically the whole of the balance.

Dynamite, etc.—There is a local industry engaged in the manufacture of dynamite and other explosives, which competes with the imported product. At the same time, most of the mining companies make use of explosives of foreign origin, in spite of a duty of some 3 cents, Canadian currency, a pound. For the purposes of comparison, the following statement is provided, showing the quantities (in tons) imported during recent years: 1910-11, 3,603; 1918, 3,228; 1919, 3,442; 1923, 5,379; 1924, 5,428. Eighty-five per cent of the imports came from the United States and 14 per cent from Germany. Belgium is the only other country which figures in the statistics.

Mine Fuses.—Imported principally from the United States and Germany. The following statement gives the quantities (in tons) imported in connection with detonators and dynamite during the years mentioned: 1910-11, 638.5; 1919, 318.9; 1924, 948.4.

Cartridges, Loaded or Unloaded, and Percussion Caps.—The demand for shotgun and rifle cartridges is supplied by the United States, and for revolvers and automatic pistols generally by the countries which provide the firearms themselves. The possibility of competition from other sources appears to be remote.

Firearms, Repeating or Breech Loading.—Rifles, shotguns, revolvers, automatic pistols and all similar arms are included in this heading. American rifles and shotguns are most popular. With regard to revolvers and pistols, these are readily obtained in all cities, and a wide selection is available; probably those of American manufacture enjoy the largest sale, but German and Austrian marks are frequently seen. Those of British manufacture are little known, though their superior quality is recognized. The custom of carrying firearms is widespread in Mexico, and there is a constant demand for a small automatic pocket pistol of about .22 calibre.

Fireworks.—The use of fireworks is extremely popular in Mexico, especially during the numerous public holidays. The United States, China, and Germany are the principal suppliers.

Powder, Other than Blasting.—The whole of the imports come from the United States.

Sidearms.—Practically all imports come from Germany, but the market is limited. Swords are carried not only by army officers, but by "rancheros" and others who adhere to the native dress, usually when mounted on horseback; the decrease in imports reflects the gradual abandonment of this custom.

RADIO APPARATUS IN CHILE

Most of South America is experiencing developments in broadcasting, some rapid and others very slow, writes a correspondent in the *London Times Trade Supplement*. Probably the most rapid growth has taken place in Chile. Apart from the enthusiasm of the inhabitants, this republic is naturally adapted for radio operation, and lacks highly developed communication systems. The Government has fostered the growth of broadcasting and has so far avoided taxing the listening-in public. There are projects in hand for extending the broadcasting system all over Chile, and the number of transmitting stations is steadily increasing. The chief centre is the capital, Santiago, which is being fitted up with a 600-watt modern type of transmitting station. In this city, which has a population of 425,000, over 50 per cent of the radio receiving sets in Chile have been sold, and it is estimated that the total for the republic is about 11,000 sets. Transmitting stations are under construction in the busy nitrate zone, notably at Antofagasta and at Tonocho.

The main operating company is the Compania Radio Chilena, which represents foreign interests and has obtained a thirty-years' concession from the Government. The chief supplying country is the United States (60 per cent in 1924), followed by Germany (20 per cent), Great Britain (15 per cent), and France (5 per cent).

NEW STEAMSHIP SERVICE BETWEEN VANCOUVER AND MEDITERRANEAN PORTS

The Navigazione Libera Triestina S.A. (as has been noted in our list of sailings) has recently inaugurated a regular service between Pacific coast ports, including Vancouver, and the Mediterranean. The steamers will call on their homeward voyage at Trieste, Naples, Leghorn, Genoa, Marseilles, and other Mediterranean ports should inducements offer. The agents of the line are the Empire Shipping Company, Limited, Vancouver, to whom all inquiries regarding rates and other necessary information should be sent. They will also assist in getting importers and exporters in Canada brought in touch with reliable concerns in Italy and other Mediterranean countries with a view to the development of trade.

GERMAN TARIFF CHANGES

TRADE COMMISSIONER L. D. WILGRESS

REMOVAL OF IMPORT PROHIBITIONS

Hamburg, September 28, 1925.—The new German Tariff (reviewed in *Commercial Intelligence Journal* No. 1129) comes into force on October 1. In accordance with the terms of the Anglo-German Commercial Treaty, the Government have decreed the abolition of the system of import prohibitions and licenses on the above date, although the treaty only provided for such abolition six months after ratification. The prohibition of the importation of motor cars will therefore cease to be operative on October 1. The importation of the following articles will continue to be prohibited: coal, raw aluminium, exposed films, oxide of lead, red lead, white lead, morphia, codeia, lime manure, alpine plants, pine seeds, brandy of all kinds, wine must, medicated wine, vermouth and champagne.

Official notice has been published of the exchange of ratifications of the Anglo-German Commercial Treaty and German-Belgian Luxemburg Economic Union Provisional Commercial Agreement.

DUTY ON FISH IN OIL

Official notice has also been published of the ratification of the agreement with Norway, whereby Germany agrees to extend to the following products of Norwegian origin: "sea fish of all kinds (length of living fish not more than 16 centimetres) in oil and packed in air-tight containers," the conventional duty of 30 marks per 100 kg. (220 pounds) provided for sardines in oil under the treaty with Portugal, so long as this duty is extended to Portuguese sardines. The general rate of duty on fish in air-tight containers is 75 marks per 100 kg.

DUTY-FREE IMPORT OF FROZEN MEAT

The decree has been published regulating the duty-free importation of frozen meat in accordance with paragraph 5 of the new Tariff Law. Firms who submit proof to the Ministry of Food and Agriculture through certificates of the Meat Inspection Service as to the quantity of frozen meat which they imported in the calendar year 1924 will be given certificates entitling them to import frozen meat duty free up to a quantity which will be fixed quarterly by the Ministry of Food and Agriculture. Frozen meat which is imported duty free may only be sold to consumers through stores which have authority from and are under the supervision of the communal authorities concerned, and all sales are subject to the inspection of the Ministry of Food and Agriculture.

REDUCTION OF SALES TAX

Coincident with the putting into effect of the new tariff on October 1, the sales or turnover tax on all merchandise is to be reduced from $1\frac{1}{2}$ to 1 per cent, while the luxury tax, which is imposed in place of the turnover tax on a great number of articles of luxury, is to be reduced from 10 to $7\frac{1}{2}$ per cent. Both the luxury and the turnover tax are payable on all goods sold for home consumption in Germany, whether imported or of domestic manufacture, but they are not payable when the goods are sold for export.

TENDERS INVITED**Australia**

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of closing	Particulars
38977	Nov. 25, 1925	Supply and delivery of one lot sawing machine, including tools and accessories as specified.
38984	Nov. 25, 1925	Supply and delivery of three sets of air brake equipment and spares, as specified.
38999	Dec. 16, 1925	Supply and delivery of one plain horizontal milling machine complete with equipment as specified or to tenderer's specification.
39000	Dec. 16, 1925	Supply and delivery of one set of drop hammer stamps of 10 cwt. and 5 cwt. capacity, with equipment, as specified.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 12, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 12, 1925. Those for the week ending October 5, 1925, are also given for the sake of comparison.

			Week Ending October 5, 1925	Week Ending October 12, 1925
	Parity			
Britain	1.00	\$4.86	\$4.8362	\$4.8387
Czecho-Slovakia	1.	.203	.2965	.0296
France	1.	.193	.0462	.0461
Italy	1.	.193	.0402	.0401
Holland	1.	.402	.4018	.4018
Belgium	1.	.193	.0448	.0453
Spain	1.	.193	.1442	.1437
Portugal	1.	1.08	.0515	.0515
Switzerland	1.	.193	.1929	.1929
Germany	1.	.238	.2381	.2381
Greece	1.	.193	.0146	.0145
Norway	1.	.268	.1965	.1992
Sweden	1.	.268	.2686	.2683
Denmark	1.	.268	.2400	.2419
Japan	1.	.498	.4100	.4075
India	1.	2s.	.3685	.3675
United States	1.	\$1.00	1.0000	1.0000
Mexico	1.	.498	.4920	.49125
Argentina	1.	.424	.4075	.4162
Brazil	1.	.324	.1465	.14175
Roumania	1.	.193	.....	.....
Jamaica	1.	4.86	4.8587	4.8582
British Guiana	1.	1.		
Barbados	1.	1.		
Trinidad	1.	1.		
Dominica	1.	1.		
St. Kitts	1.	1.	.9875—1.0225	.9875—1.0225
Grenada	1.	1.		
St. Vincent	1.	1.		
Tobago	1.	1.		
Shanghai, China	1.	.708	.7900	.7925
Batavia, Java	1.	.402	.4050	.4050
Peru	1.	4.86	4.0500	4.0500
Singapore, Straits Settlements .. \$	1.	.587	.5700	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1319. CHUM SALMON.—Importer in Penang, Straits Settlements, desires c.i.f. prices Penang, and one or two samples, and samples of labels.

1320. PILCHARDS.—A Brussels firm desire to represent Canadian packers of pilchards in tomato sauce.

1321. CANNED FISH.—An Amsterdam concern with branches in the Dutch East Indies is interested in receiving offers from Canadian exporters.

1322. DRIED AND EVAPORATED FRUITS.—An importer in Hamburg, Germany, wishes to get in touch with first-class Canadian exporters.

1323. WHITE FULL CREAM CHEESE.—A well-established Copenhagen provision firm desires to hear from Canadian exporters.

1324. GRAIN.—A Danish firm wish to be placed in touch with Canadian exporters of wheat, maize, and rye.

1325. An important French concern are anxious to be put in touch with Canadian exporters of fish preserves, salmon, lobster, fruits, condensed milk, meat preserves, dry vegetables, alimentary greases, etc.

1326. An English-Spanish-speaking agent in Havana, Cuba, desires to hear from Canadian exporters of staple foodstuffs with a view to representation on commission.

1327. A commission merchant in Havana, Cuba, is interested in representing Canadian firms dealing in corn, oats, hay, wheat flour, potatoes, canned sardines, dried codfish, canned salmon, cheese and groceries in general, manufactured in Canada.

Miscellaneous

1328. SULPHATE OF AMMONIA.—An Amsterdam concern is desirous of receiving quotations c.i.f. Manila and c.i.f. European ports.

1329. MAGNESITE.—Glasgow firm desire to get in touch with Canadian exporters.

1330. GRAPHITE.—A firm of importers in Munich, Germany, desire to get in touch with Canadian exporters of crucible graphite.

1331. CHEMICALS.—Canadian exporters of heavy and light chemicals should submit offers to a concern in Amsterdam interested in importing for the Dutch East Indies.

1332. TALC.—A firm of importers in Munich, Germany, desire to receive quotations from Canadian exporters.

1333. DRY GOODS.—A manufacturers' representative in Mexico City with wide connections wishes to hear from Canadian exporters of all kinds of dry goods with a view to securing sole representation. Correspondence in English.

1334. SOFT GOODS.—A New Zealand firm of agents would like to hear from manufacturers of textiles and apparel.

1335. WRITING PAPER.—Canadian exporters should submit offers to an Amsterdam firm desirous of importing for the Dutch East Indies.

1336. WALLBOARD.—A London firm engaged in business with South Africa wish to secure the agency of a Canadian manufacturer for South Africa.

1337. BOX SHOOKS, CASK HEADS, AND STAVES.—A London manufacturing company, who annually purchase 5,000 boxes, 15,000 cask heads, and 60 standards of staves (according to specifications obtainable at the Department of Trade and Commerce, Ottawa) would be glad to receive quotations from Canadian manufacturers.

1338. LUMBER.—A timber and general agent in New Zealand desires to get in touch with exporters of lumber, including cedar, Douglas fir, etc.; also three-pies, veneers, doors, sashes, etc.

1339. TIMBER, ROUGH-SAWN.—A firm in New Zealand desire prices c.i.f. for the supply of rough-sawn clear maple and ash in sizes (in inches) 6 by 4, 5 by 4, and 4 by 4, lengths 10 to 20 feet.

1340. SHEEP SKIN LEATHERS.—A manufacturers' representative in Mexico City desires to receive communications from manufacturers with a view to securing sole representation. Possibilities of large business. Correspondence in English.

1341. LEATHER FOR BOOTS AND SHOES.—An important Brussels dealer desires to represent a Canadian tannery.

1342. RUBBER-SOLED SHOES.—A firm in Amsterdam with several connections in the Dutch East Indies would like to receive quotations.

1343. RUBBER TUBING FOR AUTOMOBILE PUMPS.—Penang, Straits Settlements, importer desires above; competitive price 16 cents (Canadian) per yard c.i.f. Penang. Must be cut in yard lengths; will order 1,000 yards at a time.

1344. A Limerick firm wish to purchase agricultural implements; groceries; seeds; patent medicines; manures; bolts, nuts, wire, nails, etc.; enamelled and aluminum domestic ware; chemicals; light hardware on their own account, and to act as agents.

1345. Dublin importer requires full particulars on electrical novelties, electrical hardware, wireless, musical instruments, general merchandise.

1346. NAILS.—Quotations are desired by an Amsterdam concern interested in importing for the Dutch East Indies market.

1347. MUD GUARDS FOR FORD CARS.—C.i.f. Penang prices and full particulars desired by Penang importer.

1348. AUTOMOBILE HOOD STICKS.—Importer in Penang, Straits Settlements, desires to hear from manufacturer who can supply above. Competitive price c.i.f. Penang, 61 cents (Canadian).

1349. BUTTONS, FOR AUTOMOBILE UPHOLSTERY.—C.i.f. prices Penang of brass and nickel buttons and full particulars desired by Penang importer.

1350. IRON AND STEEL.—A firm of general agents in New Zealand wish to hear from manufacturers of iron and steel in the form of electric conduits, water and steam piping, cast-iron pipes, railway lines, etc.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ausonia, Oct. 24; Ascania, Nov. 7; Antonia, Nov. 14—all Cunard Line.

To LIVERPOOL.—Regina, Oct. 24; Canada, Oct. 31; Doric, Nov. 7; Megantic, Nov. 14—all White Star-Dominion; Alaunia, Oct. 30; Aurania, Nov. 13—both Anchor-Donaldson; Montclare, Oct. 23; Montrose, Nov. 6—both Canadian Pacific; Moveria, Oct. 23; Gracia, Nov. 6—both Cunard Line.

To LONDON.—Bosworth, Oct. 24; Bawtry, Oct. 30; Brecon, Oct. 31; Batsford, Nov. 7—all Canadian Pacific; Wheatmore, Oct. 24; Comino, Nov. 7—both Furness, Withy; Canadian Raider, Oct. 22; Canadian Rancher, Oct. 31; Canadian Aviator, Nov. 11—all C.G.M.M.

To AVONMOUTH.—Cornishman, Oct. 31; Welshman, Nov. 14; Colonian, Nov. 21—all White Star-Dominion; Kastalia, Oct. 24; Parthenia, Nov. 7; Salacia, Nov. 14—all Anchor-Donaldson.

To SOUTHAMPTON.—Minnedosa, Oct. 21 and Nov. 18; Melita, Nov. 4—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairngowan, Oct. 23; Cairntorr, Oct. 30; Cairnmona, Nov. 6—all Thomson Line.

To MANCHESTER.—Manchester Hero, Oct. 22; Manchester Corporation, Oct. 29; Manchester Brigade, Nov. 5—all Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Victor, Oct. 23; Canadian Leader, Nov. 6; Canadian Commander, Nov. 20—all C.G.M.M.

To GLASGOW.—Letitia, Oct. 23; Saturnia, Oct. 30; Athenia, Nov. 6—all Anchor-Donaldson; Marburn, Oct. 22; Metagama, Nov. 5; Marburn, Nov. 19—all Canadian Pacific.

To HULL.—Wheatmore, Oct. 24; Comino, Nov. 7—both Furness, Withy.

To BELFAST.—Dunaff Head, Head Line, Nov. 12.

To DUBLIN.—Lord Antrim, Head Line, Nov. 15.

To ST. JOHN'S, Nfld.—Canadian Sapper, C.G.M.M., Nov. 6.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS., Oct. 28.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Carrier, Oct. 20; Canadian Runner, Nov. 3; Canadian Otter, Nov. 17—all C.G.M.M.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUANA.—Berwyn, Oct. 31; Balfour, Nov. 4—both Canadian Pacific.

TO BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA), BELIZE AND BRITISH HONDURAS.—Canadian Fisher, Oct. 21; Canadian Forester, Nov. 11—both C.G.M.M.

TO NORWEGIAN PORTS.—Drammensfjord, Norwegian-American, Oct. 20.

TO COPENHAGEN AND BALTIC PORTS.—Maryland, Nov. 3; Svanhild, Nov. 17—both Scandinavian-American Line.

TO ANTWERP.—Canadian Raider, Oct. 22; Canadian Rancher, Oct. 31; Canadian Aviator, Nov. 11; Canadian Commander, Nov. 20—all C.G.M.M.; Minnedosa, Oct. 21; Melita, Nov. 4; Minnedosa, Nov. 18—all Canadian Pacific.

TO ROTTERDAM.—Porsanger, Oct. 24; Welland County, Nov. 14—both Intercontinental Transports; Rathlin Head, Head Line, Nov. 7.

TO HAVRE.—Brant County, Intercontinental Transports, Nov. 20.

TO HAMBURG.—Laval County, Oct. 24; Hada, Oct. 31; Hastings County, Nov. 7—all Intercontinental Transports; Brecon, Oct. 31; Bolingbroke, Nov. 21—both Canadian Pacific.

TO ITALIAN PORTS.—Valforita, Lloyd Mediterraneo Italian Service, Oct. 20.

TO AUSTRALIAN PORTS.—Canadian Scottish, Oct. 31; Canadian Conqueror, Nov. 22—both C.G.M.M.

TO NEW ZEALAND PORTS.—Canadian Explorer, Oct. 24; Canadian Britisher, Nov. 20—both C.G.M.M.

TO SOUTH AFRICAN PORTS.—Calgary, Oct. 20; Benguela, Oct. 31—both Elder Dempster.

From Quebec

TO LIVERPOOL.—Regina, Oct. 24; Canada, Oct. 31; Doric, Nov. 7; Megantic, Nov. 14—all White Star-Dominion; Montnairn, Canadian Pacific, Oct. 30.

TO SOUTHAMPTON.—Empress of France, Canadian Pacific, Nov. 11.

TO AVONMOUTH.—Cornishman, Oct. 31; Welshman, Nov. 14; Colonial, Nov. 21—all White Star-Dominion.

From Halifax

TO HULL.—Wheatmore, Oct. 27; Comino, Nov. 10—both Furness, Withy.

TO LIVERPOOL.—Rexmore, Oct. 21; Newfoundland, Oct. 30—both Furness, Withy.

TO MANCHESTER.—Manchester Hero, Oct. 25; Manchester Commerce, Nov. 2—both Furness, Withy.

TO LONDON.—Wheatmore, Oct. 27; Galtymore, Nov. 1; Comino, Nov. 10—all Furness, Withy.

TO ST. JOHN'S, Nfld.—Rosalind, Oct. 20 and Nov. 3; Silvia, Oct. 27—both Red Cross Line; Newfoundland, Furness, Withy, Oct. 30.

TO BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Oct. 23; Chaleur, Nov. 6; Chignecto, Nov. 20—all R.M.S.P. Co.

TO SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Nov. 4.

TO SANTIAGO, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Oct. 21 and Nov. 18.

From Vancouver

TO JAPANESE PORTS.—Kaisha Maru, Canadian-American Shipping Co., late October.

TO YOKOHAMA AND KOBE.—Yonan Maru, Osaka Shosen Kaisha, late October-early November.

TO YOKOHAMA, KOBE AND DAIREN.—Toyama Maru, Nippon Yusen Kaisha, Oct. 24.

TO YOKOHAMA, KOBE AND HONG KONG.—Menelaus, Oct. 22; Achilles, Nov. 5—both Blue Funnel.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Australia, Oct. 29; Empress of Asia, Nov. 12—both Canadian Pacific.

TO YOKOHAMA, KOBE, MOJI, DAIREN AND SHANGHAI.—Arizona Maru, Oct. 22; Arabia Maru, Nov. 3; London Maru, Nov. 17—all Osaka Shosen Kaisha.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Oct. 21.

TO AUCKLAND, WELLINGTON AND MELBOURNE.—West Nivaria, Pacific-Australian Line, Nov. 13.

TO LONDON AND LIVERPOOL.—Loch Goil, R.M.S.P. Co., late October.

TO MANCHESTER.—London Importer, Furness, Withy, Oct. 21.

TO WEST COAST UNITED KINGDOM PORTS.—Canadian Transporter, C.G.M.M., Oct. 24.

TO BORDEAUX, HAVRE AND ANTWERP.—La Marseillaise, Nov. 5; Notre Dame de Fourviere, Nov. 16—both Cie. Gle. Transatlantique (French Line).

TO ANTWERP AND ROTTERDAM.—Loch Goil, R.M.S.P. Co., late October.

TO MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Cherca, Navigazione Libera Triestina, October-November.

TO WEST INDIES AND EAST COAST OF SOUTH AMERICA.—Hollywood, Pacific-Argentine-Brazil Line, early November.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreements (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and Its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916. (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

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E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

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H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

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Mexico

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New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

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France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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INCREASED PRODUCTION OF ARTIFICIAL SILK IN JAPAN

TRADE COMMISSIONER A. E. BRYAN

Ottawa, October 15, 1925.—While other countries have been extending facilities for the manufacture of Rayon or artificial silk, Japan has not been slow to follow suit, and the development that has resulted in the last year is quite remarkable.

The annual demand for artificial silk is increasing steadily and at present amounts to 3,500,000 pounds. At first consumers in Japan did not seriously consider the use of the artificial product, due to the fact that the cultivation of the silk worm is a national industry on which the prosperity of the country depends, and naturally anything that retarded the production of silk was looked on askance. Due to lower prices and increasing popularity of the product known as Rayon, not only were large quantities imported but the manufacture in Japan on a large scale is now assured.

This is of interest to the average Canadian for two reasons. In the first place, from a competitive standpoint, for it is the intention of the Japanese manufacturers to develop an export trade in artificial silk to all those markets where they are now selling raw silk and silk piece goods. On the other hand, one or two large plants have been constructed in Canada for the manufacture of Rayon, which no doubt will eventually come into competition with the Japanese product. In the second place, the manufacture of artificial silk in Japan opens up a new field for the sale of special grades of sulphite pulp, and

already raw material from Canada has been purchased by makers of the artificial product in Japan. For several years past a small amount of artificial silk has been produced in Japan, but it is only during the last twelve months that the industry has reached any degree of importance, due to the improvement in quality and high prices.

The following figures showing the production and importation of artificial silk during the last eight years will be of interest:—

Year	Production	Importation	Total
	Lbs.	Lbs.	Lbs.
1914 .....	.....	177,096	177,096
1915 .....	.....	182,768	182,768
1916 .....	.....	42,376	42,376
1917 .....	.....	133,568	133,568
1918	100,000	77,865	177,865
1919	140,000	76,481	216,481
1920	200,000	80,612	280,612
1921	150,000	139,139	289,139
1922	250,000	226,406	476,406
1923	780,000	1,016,778	1,796,961
1924	1,368,000	1,025,172	2,393,237
* 1925	1,200,000	37,701	1,237,071

* For first half year only.

From these figures it will be noticed that home production first exceeded imports of artificial silk in 1924, and that so far this year there has been a decided falling off in the purchase of the foreign article. Production increased nearly 100 per cent during 1924, and it is likely that a similar increase will again be recorded this year, judging from the output during the first six months, which is normally the slack season of the year.

PRODUCING COMPANIES

The credit for Japan's increased production of artificial silk is due entirely to the enterprise of the two original companies, the Imperial Artificial Silk Company and the Asahi Silk Company.

These two plants are now producing 1,400 bales of artificial silk per month as compared with their normal output of 1,000 bales per month. The Imperial Artificial Silk Company, which is owned and controlled by the well-known Suzuki Shoten, will extend its Yonezawa and Hiroshima plants and are erecting a new factory at Iwanai, which altogether will bring its capacity up to 4,000 pounds per day. The new factory, which is in Yamaguchi-Ken, is to have a capacity of 3,000 pounds, and will, when completed, be one of the most up-to-date plants in the world. The products of this plant are to be exported chiefly to China and India, while a demand for its product is also expected from certain parts of the United States and Canada. The Asahi Silk Company are extending their Ishiyama factory to increase production to 2 tons daily.

The increased demand for artificial silk from all over the world has resulted in plans for its manufacture by several well-known spinning companies in Japan which contemplate production on a large scale. The following firms have already announced their interest in this connection: Dai Nippon Spinning Company (a 15,000,000 yen Rayon corporation); Toyo Spinning Company; Kurashiki Spinning Company; Kamgafuchi Spinning Company; Fuji Spinning Company. The Mitsui Bussen Kaisha and the Katakura Filature Company are also perfecting plans for the manufacture of artificial silk.

It is said that most of these firms intend to adopt the German viscose system of manufacture, which will be of great interest to any Canadian sulphite pulp mills in a position to supply good pulp for the manufacture of artificial silk.

DECREASED IMPORT

Adverse foreign exchange and high import tariffs have resulted in a marked decline in the imports of British, German, and American artificial silk. On the other hand, the local quality has improved so much that it is contended that only in the finer counts does the imported silk better the Japanese-made product, while the latter is much cheaper in price, resulting in a larger demand.

The following figures illustrate the country of origin and quantity of artificial silk imported into Yokohama and Kobe and the value thereof during the year 1924:—

Imports of Artificial Silk into Yokohama and Kobe

Country	Into Yokohama Lbs.	Into Kobe Lbs.	Total	
			Quantity Lbs.	Value Yen
England	138,442	228,660	367,102	1,173,000
Germany	27,880	114,554	142,434	444,000
Italy	52,975	66,306	119,281	333,000
France	12,828	57,530	70,358	208,000
Holland	4,442	27,688	32,130	135,000
Belgium	940	28,487	29,427	115,000
Sweden	29,297	.....	29,297	77,000
Switzerland .. . . .	.....	11,259	11,259	42,000
United States	1,384	2,007	3,391	12,000
Other .. . . .	.....	1,300	1,300	3,000
Total	268,188	537,791	805,979	2,549,000

Great Britain was responsible for almost half the foreign supply, having shipped 367,000 pounds as compared with 235,000 pounds in 1921. The shipments of Rayon from Germany are noteworthy inasmuch as they show how German manufactures are coming back strongly in Oriental markets. Germany supplied 142,000 pounds in 1924 as compared with 140,000 pounds in 1914 and 302,000 pounds in 1913.

PRICES

The subjoined prices, which have been obtained from a reliable source, show the wholesale values of the two chief Japanese brands as compared with the average price of foreign artificial silk laid down in Yokohama.

Values of Japanese and Foreign Artificial Silk

Count Deniers	Imperial		Asahi		Foreign		
	Grade A	Grade B	Grade A	Grade B	Grade A	Grade B	Grade C
	Yen	Yen	Yen	Yen	Yen	Yen	Yen
	Per Bale	Per Bale	Per Bale	Per Bale	Per Bale	Per Bale	Per Bale
90 .. . . .	..	..	500	480	..	..	..
120	410	390	410	400	510	510	470
150	380	365	390	375	500	450	420
200	370	355	376	350	..	..	..
250	350	330	350	330	..	..	..
300	330	315	..	..	..	..	..

The C grade in the case of the imported artificial silk is about equal in quality of the A grade made in Japan, but it will be noticed that the price of the imported is some 40 yen more in the case of 120 deniers and 30 yen on the 150 count. This difference in price is said to be due to the protective import duty, amounting to 66½ sen per pound. Without this duty the domestic product could not compete against the imported article unless the prices were reduced from 26.50 to 36.50 yen per bale (133 pounds).

While these prices are nominal, the demand recently has been so keen that all kinds of premiums have been paid over the market prices to facilitate delivery. The popularity of Rayon as a textile material is growing rapidly and is now widely used in the manufacture of kimono cloth as well as for sashings, stockings, socks, ties, shawls and cords.

The selling season is from September to March, and as intimated above, despite the general depression in most other lines, the demand for Rayon continues to increase, the only effect of higher prices being that buyers are now content with a B grade yarn, whereas they formerly took the best qualities.

There is no doubt that the future demand for artificial silk offers Japanese initiative an opportunity that is not to be turned aside, and it is the intention of those concerned with this new industry to make Japan just as important a source of supply for the artificial product as she now is for real silk. The experience gained in the manufacture of raw silk and silk textiles will be of great help in the initial stages of production of artificial silk, and there is a wide field open for combining real and artificial silk in manufacturing processes. Already the Japanese have done this to good effect, but have as yet scarcely scratched the surface as compared with what will no doubt be accomplished in the future.

A great part of the cost in producing artificial silk is made up in labour, and in this Japan is fortunate, as she has not only cheap female labour to draw from but employees who have been engaged in the production of silk for generations.

RAW MATERIAL

The process most commonly used in Japan for the manufacture of artificial silk is the viscose method whereby a cellulose material is obtained from sulphite pulp. Only the highest grade of bleached sulphite is suitable, and up to the present Scandinavia, Finland and, to a lesser extent, Canada, have supplied the necessary raw material. There is only one plant in Canada making pulp suitable for artificial silk and is already represented by good agents in Japan. In time this firm will build up a large demand for the Canadian product, but is at present somewhat handicapped by long freight hauls via the Panama and high rates overland via Vancouver which make it difficult to meet competitors' prices. The Japanese makers are well satisfied with the quality of the Canadian raw material, however, and as the brand gradually becomes known in the face of competition from older-established pulps, the share of this trade coming to Canada should be much larger.

DOMESTIC APPLIANCES EXHIBITION IN PARIS

The third annual Domestic Appliances Exhibition of the National Bureau of Research will be held in the Grand Palais des Champs Elysées, Paris, France, during January and February, 1926. Canadian manufacturers of widely known domestic appliances are invited to participate in this exhibition, the object of which is to foster the invention and production of utensils which contribute to the comfort of the home.

To facilitate the participation of Canadian firms the Organization Committee intends to make all necessary arrangements for transportation, customs, insurance, distribution of prospectuses, selection of agents, and the prospective sale of appliances exhibited, in order to reduce to a minimum the participating expenses. Canadian firms intending to exhibit should communicate with the Commissioner General, Salon des Appareils, Ménagers, Commissariat Général, 52, rue de Bellechasse, Paris (7e).

MARKET CONDITIONS FOR AGRICULTURAL PRODUCTS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

CHEESE

Glasgow, October 5, 1925.—A striking feature of the whole Scottish market for Canadian cheese at the present moment is the phenomenal business being done in processed cheese, a blended and pasteurized article which is on sale in almost every grocery shop in the country, east and west. This business has been growing by leaps and bounds during the past two years, and in the case of one brand has been due to excellent organization and aggressive selling methods, combined with the uniformly high quality of the product, and the convenient sizes of the packages in which it is placed before the public. The uniformity in quality of this class of cheese is a strong point in its favour, because the consumers of ordinary Cheddar are never certain whether the cheese they buy this week will be of the same quality they purchased the week before. Nevertheless, Canadian Cheddars are looked upon as the most reliable cheeses of this type. The processed cheese is beginning to be known on this market as "loaf" cheese, an appropriate name. In the opinion of one importer in Leith, Canadian cheese is handicapped in this market by speculation, which in the case of the principal competing country, New Zealand, does not exist because of Government control. Next season's shipments of New Zealand cheese to Great Britain are already fixed, month by month.

This market has been very lively during the past ten days, and prices are very much firmer. The New Zealand stock is now practically exhausted, and owing to the shipping strike in New Zealand arrivals will be trifling for some time to come. Canadian cheese continues in good demand and prices are advancing. Spot quotations for finest white and coloured, 114s. up to 118s. per cwt. (112 pounds). C.i.f. prices are very much higher.

Canadian shippers of cheese who want new connections in the East of Scotland (Leith, Dundee, etc.), as well as at Glasgow, are invited to communicate with the Canadian Trade Commissioner at Glasgow, who is in a position to supply them, or refer to the Trade Inquiries published on pages 442-443 of this issue.

BUTTER

Canadian creamery butter continues in good demand, and at recent prices is undoubtedly the most attractive article on the market. It is interesting to note that there is a movement on foot in Ireland for the export of a considerable part of her supplies to countries other than Great Britain. The creameries in that country are not at all satisfied with the prices they have been able to get this season. More cream than usual is being sent to the London market from Ireland, so that this year the quantities of butter available for the British market have fallen off. A feature of the trade is that Russia is coming back into the field, and considerable quantities of Siberian butter, in casks, is being imported into East Coast ports, thus resuming the place it formerly held. This product is used for manufacturing purposes. The imports of Russian butter into Great Britain for the first eight months of this year amounted in value to £1,627,000 as compared with £34,000 for the same period two years ago. Canada is beginning to make quite a respectable showing as a supplier to the British market. In the first eight months of 1923 the imports of Canadian butter amounted to £34,000, in 1924 to £128,000, and in 1925 to £932,000. The mild butter of Western Canada appears to be particularly suitable to the British

palate, and no doubt the heavy increase in imports from the Dominion is largely accounted for by the increased Western production. The quality of this product is not known to every one, however, as a prominent importer in Dundee informed the writer a few days ago that he was not aware that butter was produced in the Canadian West. He is now looking for a suitable connection through this office. At one time he imported Eastern Canadian butter, which he found too heavy and too much salted for his customers. He sells mainly to the multiple shops (chain stores), to retailers generally, and to some wholesalers.

During the past two weeks the market has been very active, and prices, especially on grades from the British Dominions of Australia and New Zealand, show an advance of fully 20s. per cwt. This has been principally caused by the seamen's strike in those countries, where a large number of steamers are held up. Unless a settlement is secured within the next few days, the result will be very serious, as it looks as if no goods from these Dominions can reach Great Britain before Christmas. Cold store stocks are now greatly reduced, and at the present rate of withdrawal will shortly be exhausted. It is therefore certain that this country is in for a decided shortage in November and December, and higher prices are bound to prevail. The demand for Canadian butter continues good, and prices show a sharp advance. Choicest salted is quoted at 210s. to 214s.; unsalted at 212s. to 216s. C.i.f. prices are much higher at from 220s. to 224s.

EGGS

Russia and Poland are the uncertain factors in the egg market, at least on the East Coast of Scotland. These countries are now shipping in quantities. The eggs are clean, fresh eggs, well packed in straw, with no breakages, which are selling retail at 1s. 6d. a dozen. Large quantities will probably be placed in cold store in this country for winter use.

FLOUR

The opinion is expressed here that on account of the big wheat crop in Canada, and the smallness of American supplies, both from the present season's crop and the carry-over from 1924, Canadian millers are going to have a great year in the British flour market from now. A point mentioned by one importer is the necessity of prompt shipment from seaboard. He states that German flour millers are now trying to get into the British flour market through the operation of an export bounty.

GRAINS

The high regard in which Canadian Government grain inspection is held by Scottish brokers, importers, and milling firms is frequently coming to the attention of the writer. The usual expression used in this connection is that the Dominion Government grain certificate is as reliable as a Bank of England note, and that it is the hall-mark of value in the grain trade. Complaints are very rare, especially concerning shipments from Canadian ports.

FEEDSTUFFS

Inquiries are constantly reaching this office for feedstuffs of various kinds, such as linseed oilcake, wheat and oats offals, etc., but the difficulty is to find Canadian firms able or willing to ship. Pea husks, alfalfa meal, and semi-solid or dried buttermilk are also wanted.

TIMBER

Many timber merchants lament the growing scarcity and high prices in this country of Canadian yellow pine (white pine), which used to be imported

in such large quantities from Eastern Canada. Some other woods, perhaps from British Columbia, might be able to fill the gap. Shipbuilding is still in a deplorable condition, although there have recently been some signs of improvement in the shape of actual orders put in hand on the Clyde, but house-building is proceeding briskly and at an accelerated pace. There are accumulated arrears of 150,000 houses to be built in Scotland, of which about one-third are for the Glasgow area.

FLAX

Russia is rapidly resuming her old place as the world's flax grower. In Russia and bordering countries the 1925 crop is about 30 per cent ahead of last year in quantity. Heavy rains, however, may reduce the amount. Prices are about 40 per cent below those of last year. It should be noted that the best quality of flax imported into this country goes to Belfast, whose linen industry is so largely concerned with the manufacture of the finer qualities. In Scotland, except at Dunfermline, where the qualities made are similar to those produced at Belfast, linen manufacturing (at Dundee, Aberdeen, and other places) is of the heavier type, sailcloth and similar articles, for which the best class of flax is not required. Dunfermline, however, buys its yarn in Belfast, as the former city has no spinning mills. It appears to be the case that Scotland consumes more flax than Northern Ireland owing to the heavier goods made in that country.

Some time ago the writer was introduced to a new system of preparing flax, without the usual retting and scutching, which it was stated was applicable to the Western Canadian linseed straw (flaxseed straw) as well as to the flax grown in Ontario for fibre. He arranged accordingly for a supply of linseed straw to be sent to London from Saskatchewan for testing by this process. This was done, the sample was worked up and sent back to Canada to the people interested. From all accounts the experiment was at least moderately successful, and this was no small achievement because the flax straw is broken up into such short lengths after threshing that hitherto it has been useless for any commercial purpose. It may be interesting to relate that a Glasgow company is in process of formation, with a chairman and board of directors of unusual public prominence, who evidently have faith in the ability of the Pritchard Process, as it is called, to cheapen the earlier processes of converting flax into linen. If it can be applied also to the broken-up flaxseed straw of the Western Provinces, even in a moderately successful manner, as the inventor and his associates claim, it should be of considerable value to the Dominion.

THE PORT OF LEITH AS AN IMPORT CENTRE

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, October 5, 1925.—The port of Leith (Edinburgh) is the principal port on the east coast of Scotland, and takes precedence in Scotland after the port of Glasgow. Its natural advantages in this respect are its proximity to the deep waters of the North Sea, the sustained development of Leith harbour and docks, which are recognized to be among the best equipped in Great Britain, its convenient trading distance from Continental ports, its superiority as an important distributing centre for imported goods for the eastern half of Scotland, and, similarly, its position as an export centre for coal and manufactures, and lastly, its comprehensive shipping services to all world ports.

There are six wet docks with a water area of 62 acres and quayage of about three miles, with ample shed accommodation. Leith is also well equipped with dry docks, which will almost certainly be added to when further wet docks are provided. Shed accommodation at all the docks is provided to meet

all import and export requirements, the floor area thus covered being well paved. Ten days' free storage at owner's risk is allowed. A considerable area is reserved for undamageable goods, chiefly timber. Low storage rates are charged after the first ten days. Fixed and travelling cranes, coal appliances, and dock railway facilities are all what might be expected in a port of this importance. Leith is the most important distributing point for imported goods on the east coast of Scotland, serving a city population at its doors of about half a million (Edinburgh), and to a great extent the large centres of Dundee, Aberdeen, and other places.

There are weekly sailings from and to Leith and Montreal or St. John, N.B. In the year ending May 15, 1924, the imports from Canada at this port included 76,000 long tons of grain, 19,770 tons of flour and meal, 1,120 tons of sugar, 6 tons of fruit, 956 tons of wood and lumber products, and 28 tons of eggs.

Leith is important as an industrial centre, with its shipbuilding, ship repairing and engineering, its manufactures of sailcloth, oils and paints, cooperage, etc., but its chief claim to the attention of Canadian exporters is as a commercial and distributing centre for imports. Its position as a distributor of products in infinite variety at all seasons of the year through numerous wholesale merchants of long standing is well known. Its ability to distribute Canadian products, particularly farm and food products and lumber, should be better understood by exporters in the Dominion. Too much reliance should not be placed on Glasgow as an effective distributing centre for the whole of Scotland. Glasgow and the Clyde valley towns possess an enormous population which keep Glasgow firms busy. Leith, on the other hand, is a better point of distribution for Edinburgh, Dundee, Aberdeen, and numerous other places on or near the east coast.

The numerous firms in Leith may be said to conduct the greater part of the wholesale business over all the east and north of Scotland. A little army of commercial travellers scours the country for the greater as well as the lesser provision houses. Danish and other steamers land large quantities of Continental butter: 18,839 tons of butter and 15,236 tons of margarine were imported last year. Some importers confine themselves to eggs and cheese. Of the former, 13,884 tons were landed, and the latter 4,705 tons; of preserved fruit, 1,675 tons; and preserved milk, 6,211 tons. It may be added, that 45,644 tons of sugar, 1,807 tons of syrup, 1,923 tons of treacle, 2,256 tons of preserved beef, 2,700 tons of lard, 3,852 tons of bacon, and over 50,000 tons of flour were imported at this port from overseas countries last year.

Grain and Flour.—The grain trade and the milling industry of Leith combine to constitute a very large and ancient branch of the commerce of the port. A grain elevator is in existence possessing modern grain-discharging appliances such as bucket elevators and pneumatic towers with suction pipes. Warehouse capacity with silos for 20,000 tons is available, and the Dock Commission is now engaged in increasing the storage by 16,000 tons. Portable ship-discharging appliances are also provided for direct connection from ship to shed or railway car. The milling industry of the port bulks largely in the volume of the port's industries. The normal output of these mills may be set down as 140 sacks of 240 pounds each per hour. In the year ending May 15, 1924, the imports of grain from the United States were 110,000 tons and from Canada 76,000 tons. The imports of flour were 25,000 tons from the United States and 19,000 from Canada.

Fruit and Vegetables.—Leith is the importing centre of an increasingly large trade in overseas fruit and vegetables. The imports for the year concerned comprised 7,084 tons of apples, 4,897 tons of pears, and many other fruits and vegetables which need not be mentioned because Canada is not a competitor.

Timber.—Importation of timber from the Northern European forests and from North America has long been a prominent branch of the shipping trade of Leith. Many cargoes of deals and battens used to arrive in sailing ships from the Baltic and logs in trading ships from Quebec. The business is very large and has steadily grown. Sweden and Finland retain their connection, and Russia is showing signs of a resumption of export. Canadian yellow pine is scarce, and there is little or no spruce coming to hand, and the same may be said of the famous white oak. Limited quantities of elm and birch are landed, all of which comes by liner "parcels." There are several very large sawmills attached to the yards of the leading merchants, and they have been as well employed as the strained situation (now easing) of the building trade of the country will allow.

Cold Storage.—Leith has cold storage facilities that compare most favourably with those of any other port in the kingdom. There are twenty-five chambers at the docks comprising 300,000 cubic feet of space.

Paper.—The magnitude of the paper industry is indicated by the heavy imports of that article and of the material for its manufacture. Paper imports at Leith in 1923 totalled 20,000 tons; esparto, 7,500 tons; and wood-pulp, 7,500 tons. The exports of paper were 31,000 tons. Edinburgh is a busy centre of printing and publishing and there are some large paper mills in this district.

COMMODITY MARKET CONDITIONS IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, October 6, 1925.—*Timber.*—During the past month imports of New Brunswick and Nova Scotia spruce deals have been light but there were more inquiries with firmer prices. A moderate amount of business was transacted in Douglas fir for forward shipment. A steady demand is reported for planed white boards at improved spot values. For the month ending September 30, 1925, unofficial statistics of certain timber imports, consumption and stock are given in comparison with the corresponding period of 1923 and 1924, as follows:—

LIVERPOOL

	Import			Consumption			Stock		
	1923	1924	1925	1923	1924	1925	1923	1924	1925
B. C. and Oregon pine... cu. ft.	Nil	26,000	138,000	18,000	29,000	76,000	129,000	197,000	218,000
Birch logs... cu. ft.	3,000	Nil	Nil	3,000	3,000	2,000	35,000	15,000	52,000
Birch planks... cu. ft.	29,000	40,000	22,000	37,000	39,000	64,000	49,000	139,000	170,000
Quebec yellow pine deals... stds.	1,070	880	800	400	450	320	4,540	5,030	5,250
Quebec red... stds.	360	170	110	120	40	70	900	1,190	1,430
Quebec spruce... stds.	60	Nil	1,080	540	630	50	1,740	1,450	2,630
N.B. & N.S. spruce & pine... stds.	2,970	2,080	200	2,630	700	1,990	5,950	5,710	5,070

MANCHESTER

	1923	1924	1925	1923	1924	1925	1923	1924	1925
B. C. and Oregon pine... cu. ft.	Nil	30,000	23,000	2,000	23,000	25,000	12,000	92,000	66,000
Birch logs... cu. ft.	Nil	9,000	3,000	Nil	7,000	2,000	Nil	2,000	14,000
Birch planks... cu. ft.	2,000	24,000	33,000	5,000	28,000	11,000	131,000	60,000	149,000
Quebec board pine... cu. ft.	25,000	2,000	22,000	10,000	Nil	1,000	102,000	78,000	117,000
Spruce deals... stds.	2,670	2,540	840	2,010	1,130	1,080	8,150	6,220	3,960

Woodware.—Large quantities of finished softwood doors arrived at Liverpool during the past month from United States Pacific coast mills. Competition in this line is extremely keen, prices being reported at 8s. to 10s. each c.i.f. Liverpool on standard 4-panel doors of 6 feet 6 inches by 2 feet 6 inches by 1½-inches. Continental countries, especially Germany, continue to secure the bulk of the trade in domestic woodware. German clothes pegs are being quoted at from 3s. 6d. to 3s. 9d. per box of 5 gross c.i.f. Manchester.

American pegs are offered at an average of 95 cents c.i.f. United Kingdom port for a much superior peg and there are growing indications that importers are showing an increasing interest in the transatlantic article. Canadian clothes pegs are favourably known in this market and if United States prices can be met business should result.

Grain and Flour.—Wheat prices have declined on expectations of large arrivals of new crop Canadian and Russian grain, which will be supplemented by moderate quantities from smaller Continental shippers. Although there is no doubt that Russian competition is having an influence on the market, the quality of the grain arriving from this source has been very mixed. Imported flour has found competition from home millers too keen and the general position of this trade is very quiet. Manitoba export patents were offered at the close of the month around 38s. c.i.f. Minnesota millers have been quite above the market. Some Australian flour is still arriving on consignment and being sold at around 37s. 6d. The preliminary figures showing the imports of grain and flour to this area for the month of September, 1925, are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool	302,542	21,197	233,053	34,098	17,942
Manchester	125,961	3,603	26,131	17,927	11,743
Hull.. . . .	341,344	10,125	110,277	131,555	10,000

Butter.—The shipping strike in Australia and New Zealand has had a marked effect on the market, large quantities of dairy produce being held up awaiting shipment. It is estimated that no considerable quantity of New Zealand butter can reach this country now before early December. Canadian butter which opened the month between 190s. to 196s. closed from 206s. to 215s., and this is particularly satisfactory in view of the fact that much larger shipments have been arriving. New Zealand opened at 199s. to 201s., but advanced steadily to 224 to 228s. at the end of September. Danish butter prices did not undergo much change during the month and closed at 229s. to 232s. Irish cold stores butter moved more freely through September and closed as high as 206 to 212s. Stored stocks are being steadily depleted.

Cheese.—The cheese market which was quiet at the opening of the month has been similarly affected by the strike and Canadian cheese rose in value to 116s. for finest whites at the end of September. New Zealand supplies have been short with quotations nominal.

Bacon.—The bacon market has continued firm with shortage of supplies from most sources, although toward the close of the month increased Danish arrivals lead to reduced values of 138 to 140s. c.i.f. United Kingdom port. Canadian Wiltshire cuts 50-80 pounds average were quoted at from 128s. to 130s. on September 30. American Cumberland cuts 24-32-pound average were asking 114s. to 122s. and clear bellies 14-20-pound from 135s. to 137s. Supplies from this latter source have been quite restricted.

The following are unofficial estimates showing the stocks of provisions in the Port of Liverpool on September 30, 1925, in comparison with August 31, 1925, and September 30, 1924:—

		Sept. 30, 1925	Aug. 31, 1925	Sept. 30, 1924
Bacon	Boxes	5,400	4,007	8,146
Hams	Boxes	2,403	3,061	7,463
Shoulders	Boxes	429	827	899
Butter (all countries)	Cwts.	9,897	10,297	5,166
Cheese (full shapes), Canadian and United States ..	Boxes	23,384	30,574	31,899
Cheese (full shapes), Australian and New Zealand ..	Crates	65	222	574
Cheese (full shapes), 50 pounds and under	Boxes	987	911	1,370
Lard (prime steam western)	Tierces	641	1,337	1,573
Lard (imported pure refined lard), in tierces, firkins or other packages	Tons	5,635	6,631	3,542

Eggs.—During September the seasonal advance in fresh eggs was rather more marked than usual, and fresh eggs have been higher than at this time last year. A recent small arrival of Canadian storage eggs landed in Liverpool last week, bringing around 18s. Large quantities of Russian eggs have arrived during recent weeks, and the quality has been satisfactory. Values have ranged from 11s. 6d. for the small eggs to 14s. 6d. for the largest Ukrainians, weighing about 15 pounds per 120 eggs. Argentine eggs are arriving weekly, and the market value of these has been from 16s. 6d. to 17s. wholesale. The trade are complaining of poor consumptive demand, which is attributed to excessive retail prices.

Hay.—Some 12,000 bales of Canadian hay arrived at Liverpool during the past month. While most of this came forward on consignment, a recent purchase was reported at 80s. per ton c.i.f. Liverpool. English crop prices have been somewhat firmer.

Cattle.—During September 1,743 stores and 558 fat cattle arrived at Manchester from Canada. A considerable number of stores have been going forward to the Eastern Counties for feeding purposes recently. The general condition on arrival has been very good and average prices per head have been from £22 to £28. At Birkenhead 3,853 stores and 820 fat cattle were landed from Canada during the past month. By far the largest percentage of the stores were slaughtered on arrival. Recent average prices have been around 9½d. per pound deadweight sinking the offal.

Canned Goods.—In recent months one well-known brand of Canadian evaporated milk has been doing a large share of the business in this district, owing to its uniformly good quality and the fact that it is competitive in price. Earlier in the year Danish evaporated was selling at 18s. 10d. landed, but with the appreciation of the kroner Danish factories have been unable to quote below 24s. c.i.f. So far as skimmed sweetened condensed milk is concerned, Holland and Denmark have been sharing the market in the North of England for some years, but lately this business has practically all gone to Holland. Dutch skimmed milk was offered recently in cases of forty-eight 16-ounce gross tins at 12s. to 12s. 6d. c.i.f., which equals roughly 14s. 3d. to 14s. 9d. duty paid landed ex quay.

Practically the same conditions apply to full cream sweetened condensed milk, the Dutch price for forty-eight 16-ounce gross tins to the case being around 23s. 3d. duty paid landed ex quay.

DUTY FREE IMPORTATION OF FROZEN MEATS IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 7, 1925.—Further explanations have been given of the regulations governing the duty free importation of frozen meat into Germany under paragraph 5 of the new Tariff Law. This provides that frozen meat is to be admitted free of duty up to the limit of present imports, provided that the meat can be sold to the consumer through stores under the control or supervision of the communal authorities. Regulations have been issued governing the importation and sale of these supplies of duty-free frozen meat and these were reviewed in the last issue of the *Commercial Intelligence Journal*. It is now further explained that the total maximum quantity which can be imported will be at the rate of 90,000 tons a year, which is the quantity of frozen meat imported in 1924. The quantities which can be imported by firms holding the necessary certificates will be revised quarterly. These quantities relate to frozen meat as a whole, irrespective of the kinds of meat imported or whether frozen meat or offals. There will thus be no quotas for the various kinds of meat and offals. This provision is of interest to Canadian packers, who have been exporting frozen offals to Germany.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TWELVE MONTHS ENDED SEPTEMBER, 1921, 1922, 1923 AND 1925; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of September				Twelve Months ended September				United States Tariff Rates in force		
	1921	1922	1923	1925	1921	1922	1923	1925	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....	15,425	56,315	17,692	13,565	247,106	224,032	101,891	123,438	Free	30 p.c.	(a)
Horses.....	303,677	1,345,105	604,563	426,334	15,277,621	4,699,358	1,735	3,324,087	Free	10 p.c.	(b)
Poultry.....	58,663	16,100	13,830	6,450	540,283	390,368	287,553	174,723	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....	100,920	64,840	39,163	70,932	809,980	704,347	483,199	682,461	Free	2c. per lb.	\$2 per head
Fruits—	120,785	207,505	32,368	24,438	1,305,735	595,267	262,353	24,113	Free	30c. bu.	25c. bu. 50 lb.
Apples, green or ripe.....	76,524	9,534	5,269	3,896	105,157	403,324	71,765	31,954	10c. per lb.	1c. per lb.	2c. per lb.
Apples, dried.....	315,097	34,781	19,422	19,299	1,451,297	2,037,558	324,911	201,634	1c. per lb.	4c. per qt.	1½c. per lb.
Berries, fresh.....	182,120	.....	.....	.....	182,120	658,754	65,191	433,503	Free	.....	.....
Grains—	15,680	70,824	71,661	162,545	291,792	365,594	370,948	.....	.....	.....	.....
Barley.....	41,455	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Beans.....	.....	8	8	.....	1,306	16,629	936,945	10,892	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Buckwheat.....	.....	26	28	.....	992	12,172	497,869	9,393	25c. bu. 60 lb.	2c. lb.	1½c. lb.
Oats.....	41,134	43,431	6,375	48,046	2,863,263	83,683	213,703	437,326	Free	Free	10c. per 100 lb.
Peas, whole.....	20,279	20,739	3,096	23,487	1,390,035	111,424	244,870	6c. bu. 32 lb.	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, split.....	22,422	26,774	6,944	12,145	391,767	374,328	397,994	532,082	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Rye.....	750	1,142	54,201	54,201	8,030	14,461	3,157	3,600	20c. bu. 60 lb.	20c. bu. 60 lb.	1½c. lb.
Wheat.....	3,948	603	314,612	506,653	70,291	86,365	437,083	15,161	Free	Free	15c. bu. 56 lb.
Grain Products—	195,183	815,033	474,445	1,081,890	47,930,265	16,583,019	335,047	4,493,012	Free	35c. per bush.	42c. bu. 60 lb.
Bran, shorts and middlings.....	289,864	827,465	491,593	1,465,017	99,762,230	19,065,028	13,734,533	6,455,158	Free	.....	(d)
Wheat Flour.....	410	223,161	76,602	201,269	1,290,435	545,408	2,050,670	3,026,437	(e)	(e)	(e)
Meats—	488	202,454	92,429	203,538	1,866,271	514,203	2,404,755	3,891,900	Free	25 p.c.	2c. per lb.
Bacon, hams, shoulders and sides.....	4,554	53,108	12,690	392,180	727,553	392,180	7,933	52,332	Free	20 p.c.	1-04 p. 100 lb.
Beef, fresh, chilled or frozen.....	40,470	339,178	71,574	40	12,177,563	4,607,596	2,346,589	789,447	Free	2c. per lb.	3c. p lb. (z)
.....	72	73	134	1,115	2,801	1,198	1,445	13,667	Free	25 p.c.	2c. per lb.
.....	2,850	2,415	4,322	33,309	102,404	40,704	47,364	358,230	Free	25 p.c.	2c. per lb.
.....	18,449	30,266	24,723	6,894	256,231	206,638	151,261	70,302	Free	2c. per lb.	3c. p lb. (z)
.....	225,941	357,421	364,219	67,736	3,551,673	2,335,404	1,859,851	789,447	Free	2c. per lb.	3c. p lb. (z)

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	9,823	16,265	4,969	3,291	55,525	77,704	20,341	3,965	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	Cwt.	169,834	394,016	122,272	80,916	1,298,113	1,463,013	495,247	97,156	Free	2c. per lb.	1c. per lb.
Pork, dry-salted and pickled.....	Cwt.	8,008	2,889	16,336	124,209	226,421	153,938	180,584	1,660,050	Free	2c. per lb.	2c. per lb.
Poultry, dressed or undressed.....	Cwt.	224	100	6	2,167	15,751	775,276	579,503	160,200	Free	25 p.c.	2c. per lb.
Other meats, including canned meats, but excluding extracts.....	Cwt.	7,484	2,046	793	1,546	482,696	2,151	99	9,926	Free	2c. per lb.	6c. per lb.
Milk and milk products—												
Butter.....	Lb.	141,988	1,266	684,917	127,698	1,009,515	13,399	104,018	18,600	Free	25 p.c.	20 p.c.
Cheese.....	Lb.	47,493	4,469	220,194	45,900	976,976	171,887	252,635	279,604	Free	6c. per lb.	8c. per lb.
Cream.....	Gal.	1,433	1,008,200	50,000	17,992	810,771	5,686,457	4,249,747	278,500	Free	25 p.c.	(i)
Milk, fresh.....	Gal.	191,639	160,509	9,421	5,233	1,332,687	1,068,062	2,351,218	3,777,165	Free	5c. gal. (j)	20c. gal. (j)
Milk, condensed, including milk powder.....	Lb.	301,541	321,538	422,064	718,236	2,056,313	2,763,502	3,981,220	6,341,844	Free	2c. gal. (j)	2c. gal. (j)
Seeds—												
Clover seed, alsike.....	Bush.	243	345,760	770,100	708,200	10,712,190	2,065,286	9,281,587	11,757,101	Free	2c. per lb.	1c.—3c. lb.
Clover seed, alfalfa and red.....	Bush.	11,704	55,576	41,036	26,564	91,291	153,153	85,394	193,028	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	102,811	435,138	269,743	272,282	933,230	1,316,168	571,325	1,638,748	Free	Free	4c. per lb.
Flaxseed.....	Bush.	54	3,270	3,495	3,010	113,873	62,837	72,132	370,449	Free	Free	4c. per lb.
Grass seed.....	Bush.	3,827	15,438	21,249	12,181	447,767	256,431	81,511	135,850	Free	Free	(k)
Potatoes.....	Bush.	459,886	58,970	16,375	3,021,008	2,213,472	2,261,359	2,061,359	5,635,252	Free	20c. bu. 50 lb.	40c. bu. 50 lb.
Sugar beets.....	Bush.	943,148	116,229	2,753	5,646,750	4,539,917	4,965,331	9,931,211	13,423,676	Free	20c. bu. 50 lb.	30c. bu. 50 lb.
Vegetables—												
Potatoes.....	Bush.	3,881	1,794	2,753	96,331	68,285	60,551	116,184	93,211	Free	Free	2c. per lb.
Sugar beets.....	Ton	11,417	4,342	4,885	1,477	276,277	216,651	116,184	584,531	Free	25c. bu. 60 lb.	55c. per 100 lb.
Turnips.....	Bush.	108,345	2,221	25,058	18,416	2,689,382	1,703,449	488,506	392,141	Free	5 p.c.	80c. ton 2,240 lb.
Miscellaneous Products—												
Eggs.....	Doz.	103,268	1,033	24,488	12,721	1,776,103	1,108,576	373,253	22,032	Free	15 p.c.	12c. per 100 lb.
Hay.....	Ton	63,646	116,304	145,921	224,655	1,038,175	63,151	56,730	132,585	Free	Free	8c. per doz.
Maple sugar.....	Lb.	24,090	30,646	42,873	46,976	426,810	462,655	327,377	57,048	Free	Free	8c. per doz.
Tallow.....	Cwt.	72,064	93,376	18,863	4,161	336,740	331,300	154,758	24,888	Free	Free	8c. per doz.
Wool.....	Lb.	27,877	30,203	7,446	1,620	162,220	121,588	53,689	58,837	Free	Free	8c. per doz.
Total value of above commodities.....	\$	3,368,414	5,349,905	3,419,551	4,526,911	159,498,263	55,252,789	48,333,563	51,814,091	Free	(l)	

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30 c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free if wheat products, but otherwise apparently 15% ad val.; from September 21, 1922, to April 6, 1924, 15% ad val.; subsequent to April 6, 1924, if from wheat 7½% ad val.; if from other cereals, 15% ad val. (f) Prior to April 6, 1924, 73c. per 100 lb. (g) Applies to particular meat in quotation when "fresh." (h) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Cheese, 5c. per lb., but not less than 25 per cent. (j) 1 c. 231 cubic inches about equal to five sixths of imperial gallon. (k) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (l) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974 Sept. 30, 1922, pages 516-7.

CANADIAN-AUSTRALIAN TRADE AGREEMENT

TRADE COMMISSIONER D. H. ROSS

Melbourne, September 7, 1925.—The appended schedule indicates the tariff concessions given by Australia under the Canadian-Australian Trade Agreement, which was brought into operation on October 1.

[The rates of duty on items 334 F 1, and 359 D 4, actually in force at present, are as shown in the table in this issue setting forth the 1925 Australian Tariff proposals and not those of the original tariff which are quoted below. On item 334 F 1 Canada is to have the British preferential tariff and on item 359 D 4, the intermediate tariff.]

Consecutive No. of Item on which British Preferential Tariff is offered	Item of Customs Tariff 1921-24	Tariff Item	Customs Tariff 1921-24			Tariff on goods the produce or manufacture of the Dominion of Canada
			British Preferential Tariff	Intermediate Tariff	General Tariff	
1	51	Fish, viz.:— (B) Fresh, smoked or dried (but not salted), or preserved by cold process.....per lb. (c) Preserved in tins or other air-tight vessels, including the weight of liquid contents.....per lb. (d) Potted or concentrated, including extracts of, and caviare.....ad val. (E) N.E.I.....per cwt. (F) Oysters, fresh, in the shell per cwt.	1d. 1d. 25% 5/- 2/-	1d. 1½d. 25% 6/- 2/-	1½d. 2½d. 25% 6/- 2/-	1d. 1d. 25% 5/- 2/-
2	113	Gloves (except of rubber), viz.:— (B) Gloves of textile (part of sub-item) ad val.	10%	15%	25%	10%
3	169	Machinery, viz.:— (A) Linotype, Monotype, Monoline, and other Type Composing Machines; Printing Machines and Presses; Typewriters (including covers); Machinery used exclusively for and in the actual process of Electrotyping and Stereotyping; Aluminium Rotary Graining Machines; Adding and Computing Machines and all attachments ad val. (B) Cash Registers.....ad val.	Free Free	5% 5%	10% 10%	Free Free
4	334	Paper, viz.:— (c) (1) News Printing, not glazed, mill-glazed or coated, in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent per ton	Free	£3	£3	Free
5	334	Paper, viz.:— (c) (2) Printing, n.e.i. (glazed, unglazed, mill-glazed, or coated), not ruled or printed in any way in rolls not less than 10 inches by 25 inches or its equivalent...per ton	Free	£3	£3	Free
6	334	(c) (3) Printing n.e.i.....ad val.	15%	20%	25%	15%
7	334	Paper, viz.:— (F) Writing and Typewriting paper (plain), not including duplicating— (1) In sheets not less than 16 by 13 inches.....ad val.	5%	10%	15%	5%

Consecutive No. of Item on which British Preferential Tariff is offered	Item of Customs Tariff 1921-24	Tariff Item	Customs Tariff 1921-24			Tariff on goods the produce or manufacture of the Dominion of Canada
			British Preferential Tariff	Intermediate Tariff	General Tariff	
1	110	Apparel, articles of, viz.:— (c) Corsets.....ad val.	30%	40%	45%	40%
2	152	(A) Iron and Steel tubes or Pipes (except riveted, cast, close-jointed or cycle tubes or pipes) not more than 3 inches internal diameter; Iron and Steel Boiler Tubes.....ad val.	Free	5%	10%	5%
3	328	Goloshes, Rubber Sand Boots and Shoes and Plimsolls.....per pair or ad val. whichever rate returns the higher duty.	1/6 25%	1/9 30%	2/- 35%	1/9 30%
4	359	Vehicle parts, viz.:— (d) Parts of Vehicles with self-contained power, propelled by petrol, steam, electricity, oil, or alcohol, n.e.i., whether incorporated in the complete vehicle or separate, viz.:— (4) Chassis, but not including Rubber Tyres (a) Unassembled.....ad val. (b) Assembled.....ad val.	5% 7½%	7½% 10%	10% 12½%	7½% 10%
5	359	(f) Vehicle Parts, n.e.i., including Under-gear (inclusive of Axles, Springs, and Arms), Axles, n.e.i., Springs, Hoods, Wheels n.e.i., and Bodies n.e.i.....ad val.	40%	50%	55%	50%

SOME AUSTRALIAN CONCESSIONS TO CANADA

Basing the figures on the Australian trade returns for the fiscal year of 1923-24 the following schedule is submitted to illustrate some of the advantages Canada derives from the tariff preferences conceded by Australia:—

Imports, 1923-24

	From United Kingdom	From United States	From Canada
Fish in tins	£ 137,392	£ 154,155	£ 284,349
Silk gloves	165,931	117,144	35,018
Printing paper	1,787,295	13,876	63,535
Corsets	88,759	83,726	33,547
Pipes and tubes.....	1,160,570	199,097	71,805
Rubber footwear	47,003	9,850	63,398
Chassis	1,223,829	5,835,290	1,983,227

Canada will enjoy a preference of 6s. (\$1.46) on each case of 4 dozen 1-pound tins of salmon, besides being on a parity (duty free) with the United Kingdom on newsprint, as against £3 (\$14.60) per long ton on newsprint from foreign countries. In round figures, the estimate of news printing paper required by Australia is about 100,000 long tons per annum.

INCREASE IN ITALIAN DUTIES ON SUGAR

According to a cablegram from the office of the Canadian Government Trade Commissioner at Milan, the Italian import duty on sugar of the first grade has been increased from 9 gold lire per 100 kg. (220 pounds) to 18 gold lire, and on second grade sugar from 6 gold lire per 100 kg. to 12 gold lire. Gold lira equals 19.3 cents. (See *Commercial Intelligence Journal* No. 1112: May 23, 1925, pages 494-5.)

EXTERNAL TRADE OF SOUTH AFRICA DURING 1924

TRADE COMMISSIONER G. R. STEVENS

V

Imports of Textile and Clothing—Continued

[Imports and exports of South Africa were discussed (in general terms) in the first instalment of this report, which was published in No. 1130; Foodstuffs Imports in Nos. 1131 and 1132, and the first part of Textiles and Clothing in the last issue. Further instalments of this report, which deals with South African imports in the light of the recent revision of the tariff, will be published in later issues.]

	JUTE BAGS			
	1924		1923	
	No.		No.	
Great Britain.. . . .	4,648,298	£130,989	3,940,937	£105,737
India	15,157,275	540,978	24,468,886	857,616
Belgium	22,500	834	2,600	102
Germany	9,000	325	800	5
All suppliers	19,845,179	673,404	28,413,253	963,469

Great Britain is slowly recovering this large and valuable trade from India. Some efforts have been made to support a jute industry in South Africa and it is understood that the Dundee mills have investigated the situation. It seems improbable, however, that high protection will be granted to such a staple industry and that without high protection the market is insufficient to warrant the heavy investments that the establishment of such an industry necessitates.

BLANKETS AND SHAWLS

Shawls—Cotton, Silk, Woollen

	1924	1923
Great Britain.. . . .	£105,882	£ 89,594
Germany	20,774	14,523
Italy	45,778	23,346
All suppliers	188,023	135,308

Blankets, Rugs, and Sheets—Cotton

	1924	1923
Great Britain	£388,238	£394,253
Belgium	189,620	191,362
All suppliers	810,551	744,143

These two trades are of equal importance with the underwear. The blanket and the shawl are almost the only indispensable articles in the kraal household and the only limitation to the purchase of such goods is the limitation of buying power. Because of the cheap nature of the trade, no competition has ever been possible from Canada or the United States in these lines.

The business was formerly a British monopoly, but within the last two decades Continental Europe has cut into the business to a certain extent, due in part to supplying even cheaper goods than Great Britain and in part to furnishing a greater variety of weights and designs. The trade has become sectionized by such competition and in each area certain types are paramount.

As the figures show, Belgium is the chief competitor of Great Britain, but Germany, Holland, and Italy have shown great energy of late years in the manufacture both of blankets and of shawls. This is perhaps the cause of the general development of the Italian textile industries, as these cheap goods are made largely from waste of other industries.

The duties in the revised tariff have been increased somewhat, and as the increase is on a specific basis, the change will probably work to the advantage of better-class British goods.

Blankets—Woollen

	1924	1923
Great Britain	£376,305	£318,416
Germany	12,392	1,817
Italy	30,316	8,696
All suppliers	445,496	344,239

As in most other textiles, Great Britain is in command of the market, and it is impossible for Canadian or American mills to compete. Some time ago Canadian prices on blankets were compared with corresponding prices from British sources, and were found to be approximately 60 per cent higher. To date, Great Britain has not suffered from local competition, but it is probable that the lower price ranges of imports will be lost to the domestic manufacturers under a 25 per cent protection.

Blanket manufacturing has for some time been undertaken in the Union, with very little success, but the industry now appears to be consolidated and on a fairly efficient basis.

CANVAS

	1924	1923
Great Britain	£124,714	£125,003
Holland	4,673	398
All suppliers	137,992	134,515

Attention is called to this item because Canada formerly had a small but steady business in canvas. It appears, however, to have been lost, and the trade which the United States formerly held has likewise been regained by Great Britain.

COTTON PIECE GOODS

	1924	1923
Great Britain	£3,184,498	£3,517,800
Germany	102,253	94,360
Italy	109,229	46,627
United States	385,738	321,977
All suppliers	3,979,606	4,140,754

With 80 per cent of the piece goods trade of South Africa, Great Britain has lost ground slightly during the year under review. This is due to slightly increased imports from the United States and correspondingly slight improvements by Continental competitors. The only nation to show any particular improvement in position is Italy, which has doubled its small business.

Beyond the 10 per cent of the trade which the United States holds on southern grade cottons and cheap classes of prints, there is no class of goods in which Great Britain does not control the market, and there appears to be little likelihood of her being superseded.

One of the chief preferences which Great Britain retains in the new tariff is a 5 per cent preferential rebate upon cotton piece goods whose f.o.b. value is less than 30 cents per yard. This represents a tariff preference of $33\frac{1}{3}$ per cent and should work to the considerable advantage of British shippers of cheaper varieties of cotton piece goods.

SILK PIECE GOODS

	1924	1923
Great Britain	£228,867	£211,056
France	190,815	146,774
Japan	375,817	219,578
All suppliers	922,841	677,655

A considerable increase in the imports of piece goods is to be noted during 1924. The increase is largely accounted for by heavy expansion of the Japanese trade, but nearly all suppliers gained slightly in addition. The imports for the year are probably well above the Union's requirements and represent exceptional buying rather than increased demand.

WOOLLEN PIECE GOODS

	1924	1923
Great Britain	£749,551	£733,356
France	39,833	25,637
United States	1,671	4,573
All suppliers	813,510	774,447

Beyond the advances which France has made under the depreciated currency, the woollen piece goods business in South Africa has remained entirely British as heretofore. In contra-distinction to most parts of the world, the import of woollen goods is still on the increase. On account of the conservatism of the rural population, and the changeable weather which is typical of South African winters, this trade will probably continue to grow. It is one of the few items upon which the duty has been lowered in the new tariff, a reduction being noted of from 15 per cent ad valorem to 5 per cent. This likewise should stimulate increased imports.

A little woollen weaving has been tried by one or two of the South African mills, but so far no business of any importance has developed.

RAYON PIECE GOODS

	1924	1923
Great Britain	£22,651	£20,809
United States	249	90
All suppliers	27,353	22,774

There is a wide interest in this product in South Africa, although the imports do not show any particular increase during the two periods on record. It is understood, however, that considerably larger quantities of these textiles are coming forward during the current year.

LINEN PIECE GOODS

	1924	1923
Great Britain	£45,952	£32,198
Belgium	1,002	688
France	1,962	213
United States	352	242
All suppliers	51,246	33,644

The imports of linen have been increasing for some years and the trade, although shown as that of Great Britain, is predominantly Belfast. A feature of the marketing of linens in South Africa is the presence of retail shops owned and operated by linen manufacturers of the North of Ireland.

HABERDASHERY

(Including Millinery, Handkerchiefs, Laces, Trimmed Headgear, Collars, Ties, Ribbons, Umbrellas, etc.)

	1924
Great Britain	£ 619,556
Germany	123,501
Switzerland	224,434
Japan	20,628
All suppliers	1,251,066

The Customs classification of these items is too general for any particular information to be gleaned from the statistics.

Great Britain supplies approximately £100,000, or roughly 80 per cent of the handkerchiefs imported, £50,000 or 35 per cent of the lace and embroidery, practically all the millinery and latest hats, and about 75 per cent of men's haberdashery, also umbrellas, parasols and sunshades. Her chief competitors in these items are Switzerland, which supplies 50 per cent of the lace and embroidery and 60 per cent of the ribbons and sashes, and France, who has a

large miscellaneous trade in hard haberdashery. In general soft haberdashery such as collars and ties, shirts, etc., Great Britain supplies approximately 50 per cent, with the remainder divided between four or five Continental competitors.

IMITATION LEATHER

Great Britain	£18,325
United States	18,155
All suppliers	38,130

There is a considerable demand for imitation leather for use in the expanding furniture trades. To date the trade mark "Rexine" (British) and "Pegamoid" (American) products have supplied the demand. This item should be noted because of its growing importance.

LINOLEUMS

	1924	1923
Great Britain	£116,175	£102,815
United States	15,977	13,929
All suppliers	133,240	117,721

Until the last two or three years the entire trade in linoleums has been with Great Britain. Since then one or two well-known American linoleums have been sold in South Africa and they are well liked. Both their price and quality appear to be right, but even when the price is high their superior appearance will sell them.

It is interesting to note that American linoleums were introduced into South Africa solely through magazine advertising, and their subsequent success will be mainly due to the intimate and attractive appeal of such advertising in periodicals of wide circulation.

TRADING WITH BRITISH HONDURAS

TRADE COMMISSIONER JAMES CORMACK

[The following notes on the trade of British Honduras, with special reference to Canadian opportunities in that colony, have been compiled by Mr. Cormack as the result of a recent visit. The first part was published in last issue and two further instalments will appear.]

HARDWARE

Although there is only one firm in British Honduras which deals exclusively in hardware, several of the larger general stores have hardware departments doing quite a considerable wholesale and retail business. Some of these houses have exclusive or joint representation of overseas manufacturers, but commission agents are sometimes able to do business with all of them. The commission men are naturally not very popular with the larger houses especially where they do not restrict their sales to them, but by selling to the smaller stores and thereby creating a demand for a new article, they create healthy competition and in time force the larger houses to buy their line and continue to stock it.

In general, the hardware trade of British Honduras is largely American, except in a few lines such as corrugated iron sheets, iron pots, cordage and paints, in which the United Kingdom has a leading share. Builders' and mechanics' tools are nearly all American in origin, and a fairly extensive range of these is in use. There is a good trade done in saws, axes and other lumbering tools. Collins' axe seems to be the favourite. Some Canadian hammers were seen and were well thought of. Round grindstones from 8 to 30 inches are a good trade, the 10-inch and 12-inch being most in demand. Wire for use in British Honduras should be galvanized. There is a trade of about \$3,000 per year in barbed and fencing wire, divided between Canada and the United States.

Rafting chains and timber dogs are supplied mostly from the United States; the United Kingdom's share was valued at \$3,000 last year. Of the iron and steel rods imported, the United States supplied \$1,620, Canada \$964, and the United Kingdom \$731.

In sanitary ware, closet combinations and the moveable old-style foot bath are the best sellers, practically all of which are imported from the United States. There is some market for cast iron soil pipe, in 5-foot lengths, 4-inch diameter, single or double hub, and for the usual elbows.

Saddlery is coming almost wholly from the United States, and there is fairly good business to be done in mule collars, blinds, saddle pads, bleachings, wood saddles, and leather harness. Logging chains from the United States are good sellers. They have the swivel in the centre and end in ring and hook, and are usually of 12- and 16-foot lengths with $\frac{3}{8}$ -inch chain. There are not many heavy type Canadian stoves in the market, but this is likely to be altered in the near future. The Florence and the Perfection were in evidence, also a few other oil-burning stoves. A Canadian lantern is now competing successfully. There is a good import of metal tanks for use as water cisterns. British Honduras is dependent on stored rain for its water supply and an average of \$12,000 per year is spent on imported vats, wooden and metal. Wire gauze for screening is largely of United States origin, England supplying the balance of the small trade. This material rots very quickly in British Honduras, and but for this defect would be much more extensively used for protection against insects. The trade in buckets, pails and tubs (\$2,500 per year) is divided between the United Kingdom and the United States. There is a good sale for corn brooms, from 2 to 5 string, a fair trade for cheap paint brushes, and also scrubbing brushes. The broom and brush trade is worth over \$5,000 per year, of which Canada was credited with \$842 last year. Nearly 1,800 fowling pieces were imported from the United States in 1924, while the value of the ammunition bought amounted to about \$15,000. The "ration" of the mahogany cutters in the camps is supplemented by game, and a worker is detailed each day to act as hunter. A growing share in the supply of cartridges is being obtained by Canada, with 20 per cent of the trade last year. Most of the chinaware is of United Kingdom origin. Last year the imports exceeded \$10,000 and for the first time Canada had a small share. There is no outstanding article unless perhaps earthenware water coolers, which displace to a large extent the usual enamel jug.

Cutlery imports, valued at \$8,232 in 1924, were divided as follows: United Kingdom, \$3,356; United States, \$3,280, and Canada \$530. There is a fair trade in baskets which must be strong and preferably have handles but need be of no special shape. At present they are imported from Japan and Germany; the best sellers are about 7 inches deep with a "mouth" of about 14 inches average breadth. They cost about \$1 each. In enamelware, Canadian prices have up to the present prevented business. Most of the enamelware is of United States origin, except the white ware of British origin. Germany was a big supplier in 1923, but has dropped out now. The trade is worth about \$6,000 per annum. There is a small trade for rugs—or rather, small cheap carpets—and also for linoleum, which is imported cheaply from Scotland, and costs around 50 cents per square yard, 6 feet wide in rolls of 90 square feet.

PAINTS

Painters' colours and materials imported in 1924 were somewhat less than the annual average, which is worth about \$28,000. One British house with good paste paints does about 80 per cent of the business. Holland is supplying the market with a good ready-made paint and enamel, but the big seller is paste paint. The market calls for the supply of some putty in 5-lb. containers.

There is a good demand for red lead, used largely as protective coating for ironwork against rust. Offerings of varnish, varnish stain, and yacht paints from the Dominion were stated to be good.

PERFUMERY

The trade in cosmetics and face powder, valued at well over \$25,000 per annum, is a lucrative and growing one, in which Canada's share is infinitesimal.

FOODSTUFFS

That part of the population of British Honduras which is not dependent on mahogany cutting and chicle bleeding is small. Three-fourths of the people to be catered for live away from Belize, which is the only port of call for ships bringing imported foodstuffs. Transportation of foodstuffs thus does not end with the arrival of the steamer. Inland transportation is very primitive, and is a severe test on packing and on the keeping qualities of the goods. Consumers live largely in camps and places difficult of access, roads are bad, and scows and boats slow and unprotected. The heat, on account of the humidity of the atmosphere, is trying, while the all-pervasive damp is detrimental to almost every class of goods. Containers must be strong and watertight. In exporting to British Honduras, the handicaps incidental to heat and humidity should be borne in mind, and only products sent that will stand up against the climate.

Biscuits.—In 1924 unsweetened biscuits were imported to the amount of \$9,000, divided between Canada and the United States in the ratio of about 1 to 5. Soda biscuits, crackers, and Pilot bread are in most demand. Of the first-named, Voories and the "Pelican" in 7-lb. tins (of United States origin) sell best. Canadian offerings are in some cases said to be too expensive to meet competition. Pilot bread in 20-lb. boxes goes largely into the interior. The import of sweetened biscuits is nearly twice that of unsweetened, the United States in 1924 supplying 55 per cent, the United Kingdom 35 per cent, and Canada 20 per cent of the total.

Condensed Milk.—Preserved milk to the value of over \$150,000 were imported in 1924. It is therefore a staple. The shortage of pasture lands near the coastal towns, the impossibility of transporting fresh milk, the difficulty of protecting the herds, and the confirmed taste developed through long use of the preserved product, make the sale of fresh milk unprofitable. In this market sweetened milks are greatly preferred to unsweetened on account of the saving of sugar, and comprise nearly 90 per cent of the imports. Thick milks are preferred to thin or evaporated brands, while liquid is preferred to powdered. Most of the condensed milk is imported from Canada. The Dominion sold 18,873 48-lb. cases of sweetened milk valued at \$129,893 last year, against 1,703 cases valued at \$11,051 supplied by the United States. Quality and keeping power are, however, not always consistently good, and care should be taken in regard to these points. Of unsweetened milk, the Customs returns credit the United States with \$13,396 and Canada with \$3,549 out of a total of \$18,501. Two brands of Canadian dried milks are on the market.

COFFEE

The import of prepared coffee is valued at \$15,000 per year and is practically an American monopoly. What the market wants is a cheap coffee mixed with chicory and costing \$9.87 laid down for 28 pounds.

CHEWING GUM

The market is supplied largely with a ball-shaped gum of assorted colours coming in a glass jar. There are 600 balls to the jar and the first cost in the United States is \$1.27½ plus 22½ cents for the jar.

CONFECTIONERY

The confectionery business in British Honduras is growing rapidly and was worth \$44,648 last year. The United Kingdom has the bulk of the trade, C. E. Morton, Limited, being the big supplier. In sweets there is a small trade in boxes of wrapped chocolates for the Christmas trade, and some business is done in Canadian bar chocolate. The big seller is, however, the 7-lb. tin of mixed fruit and coloured boiled candies of various sorts costing about \$1 laid down. In the retail business there is practically no buying by weight; two or three wrapped caramels, toffies and the like if manufactured to stand the climate, will all sell well in the Colony.

DAIRY PRODUCE

Imports of butter last year were valued at \$50,000, 55 per cent coming from the United States, 25 per cent from Canada, and the balance from the United Kingdom. This year some fairly popular Australian offerings have been on the market and are likely to make some progress. The trade in butter substitutes is worth about \$10,000, none being supplied by Canada. In the absence of cold storage, tinned butter is the only kind that can be shipped from the Dominion. One or two Canadian brands are in the market and are doing well. Butter when retailed is put up in small thin scoops and in paper cartons, both of American origin.

CHEESE

Cheese is a good seller in British Honduras, and as in the case of butter, there is no local competition. Imports were valued at nearly \$30,000 last year, of which the United States shipped about 80 per cent, Holland 10 per cent and Canada 5 per cent. The Canadian Kraft cheese loaf in tinfoil is increasing in popularity, and the usual large round cheeses are seen—although not universally—in the stores. The American "Daisy" is a very good seller, as also is the Dutch "Edam" in the well-known attractive and very serviceable red round balls of $\frac{1}{2}$ - and 1-lb. each. A London export house was sending a good Dutch cheese put up in $\frac{1}{2}$ -lb tins. Some English Stilton and Scotch Cheddar cheeses were also seen. In the course of time there should be a sale for Canadian fresh eggs coming in cold storage.

FISH

The waters surrounding British Honduras abound in all kinds of fish. This, coupled with the fact that some of the fish is cured locally, keeps down the value of all fish imported to about \$20,000 per year. Canada's share of the tinned fish trade has been increasing each year and was worth \$2,214 in 1924. The United States has about 70 per cent (\$8,317) of the trade and a small share goes to Norway and the United Kingdom. The cured fish trade worth \$7,221 last year, was divided between the United States and Canada in the proportion of about 2 to 1. In canned fish, sardines are the best sellers and some Canadian brands are doing well. B. C. salmon is now being imported via Montreal. Pinks were reported to be best sellers and were in competition with American offerings. Tinned herring are imported largely from the United States and the United Kingdom. There is a very limited trade in mild cured fish, which may be developed with cold storage accommodation from Canada. Salt codfish is not a good seller although it has been known to the market for a long time; the "Georges" brand coming through New Orleans is the favourite. Canadian codfish is stated to be darker in colour and harder and drier than that from the United States.

FLOUR

The flour trade of British Honduras is easily the most valuable of all her imports, and in contrast to the other British possessions in the West Indies, is still largely supplied by American millers. The outstanding reason is that in the type of flour which commands the largest share of the trade the Dominion does not meet the requirements of the market by shipping a product that is equal in price, low quality, and keeping power to American supplies. Importers state that the consumption of soft wheat flours is nearly ten times that of hard wheat. Canada has a very good share of the trade in flour from hard wheat, but it is practically only used by the bakers, who however are increasing their requirements. The big demand is for the "ration" flour which is given to the labourers. It is understood that one firm shipped 15,300 barrels of "Blue Bird" flour to Belize last year. This flour was selling recently at about \$9 c.i.f. Belize, and should be well known to Canadian exporters. It is a low-grade, bleached and processed flour, but keeps well for about three months after arrival. That is what is in demand—a cheap flour that will keep and carry well. For the town trade—which is really very small—6, 12 and 24-lb. bags sell well. There is a call for both the 98-lb. sack and the 196-lb., but the big trade is for flour put up in barrels and half barrels. Canadian sales in 1924 were 6,855 barrels. The cotton sacking used by some Canadian mills is somewhat light for use in British Honduras. In the barrelled trade, the Americans use iron hoops as against wooden hoops for the Canadian product. The former are much more secure and prevent broken "heads" which cause a percentage of loss—not large enough to become the subject of a claim, but a source of annoyance to the merchant. The following were imports of flour into the Colony for the last three years:—

Country	1922	1923	1924
	Value	Value	Value
Canada	\$ 16,719	\$ 26,580	\$ 53,743
United States	150,704	146,388	149,698
Total	\$167,423	\$172,968	\$203,441

BRUSSELS COMMERCIAL FAIR, 1926

The seventh annual Official and International Brussels Commercial Fair, organized under the distinguished patronage of His Majesty the King of the Belgians, and with the co-operation of the Belgian Government, will be held from April 7 to April 21, 1926, both dates inclusive.

The increasing success of previous fairs is shown by the fact that in 1924 there were 2,776 exhibitors (916 of these being from twenty-four different foreign countries) occupying 31,500 square metres of space, as compared to 19,419 square metres covered in 1923 by 2,402 firms.

The price for a stand of 12 square metres will be 800 francs; however, for those who wish a stand with carpet over wooden floor the charge is 70 francs per square metre, by fractions of 6 square metres or 64.59 square feet.

All goods destined for the fair are admitted duty free, under the heading of "temporary transit."

The Committee of the Commercial Fair places at the disposal of exhibitors and visitors an expert information bureau where all inquiries regarding customs, transport, railways, hotel accommodation, etc., may be obtained on application. The address of this bureau is Brussels Commercial Fair, Grand Place, 19, Brussels, Belgium.

Forms of application by intending exhibitors may be obtained on application to the Consul General for Belgium, Ottawa.

THE FOREIGN TRADE OF MEXICO

TRADE COMMISSIONER C. NOEL WILDE

XI

Sundry Imports

[Former reports of this series have been published as follows: *General Course of Trade* (No. 1120); *Imports of Animal Materials* (No. 1121); *Vegetable Materials* (No. 1122); *Mineral Materials* (No. 1123); *Textiles* (No. 1124); *Drugs and Chemical Products* (No. 1125); *Beverages* (No. 1128); *Paper and Paper Products* (No. 1131); *Machinery and Apparatus and Vehicles* (No. 1132); *Arms and Explosives* (No. 1133). All values are given in Mexican pesos, the par value of the peso being equal to 49.85 cents Canadian currency.]

This classification includes some seventy items of minor importance, which cannot be conveniently segregated under the headings which form the subjects of the previous chapters of this report. The total annual values are as follows: 1910-11, \$9,638,455; 1919, \$17,887,030; 1924, \$20,804,029. In view of the great variety of products, it is impossible to provide details of each, and only those which represent a value of over \$100,000 are discussed below. The figures in brackets, where not otherwise stated, represent values of the imports for 1924.

Tools of all kinds for artisans (\$2,893,463) is the largest single item included in the classification. The impression that Germany has a practical monopoly of this trade is not borne out by the statistics, which credit the United States with by far the largest proportion. The principal countries of origin for the year 1924 were: United States, \$2,458,056; Germany, \$304,302; Great Britain, \$73,072. Canada appears in the statistics to the extent of a few thousand pesos annually, but her manufacturers have only recently made efforts to secure an adequate share of the trade. It is known, however, that competition can be offered without difficulty in many lines, and the quality of her products, when an opportunity has occurred of testing it, has been recognized as excellent.

Musical instruments (\$2,730,977) are imported from the United States, Germany, Switzerland, and France. Canada has also exported to a very small extent in recent years; her best future opportunities appear to be in pianos, but there is little demand at present, and in phonographs the market appears to be permanently overstocked with many well-known brands of high quality.

Soaps (\$2,260,407) are in great demand, but imports suffer from high duties, which make it somewhat difficult to compete with a large local industry. Laundry soaps (\$2,022,267), however, can be imported, provided that they are not of such a quality as can be used for other purposes; the duty on these is 15 centavos per kg., or 3½ cents Canadian currency per pound. On perfumed soap the duty is \$3 Mexican currency per kg., equal to 68 cents per pound, which in practice approaches prohibition.

Hats of various kinds are imported in large quantities (\$2,128,478). In women's hats (\$204,540) France and the United States share the trade between them. In men's (\$1,678,527) the United States has the largest share, but Italy does a substantial trade. The market for men's felt hats is worthy of attention on the part of Canadian manufacturers.

Perfumery (\$1,174,164) has hitherto been imported in large quantities, but it is probable that the business will decrease, on account of the recent imposition of a duty of \$5 (Mexican currency) per kilo.

Engine packing (\$765,140) is an important item, and deserves the attention of Canadian exporters. Practically the whole of the imports come from the United States, Great Britain being represented only to the extent of \$11,908.

Roofing sheets of asbestos, cardboard or tow (\$650,623) are imported from the United States, with smaller quantities from Great Britain and Germany. The market deserves attention on the part of Canadian manufacturers.

Belts for machinery of rubber, tarred cotton or hemp (\$589,944) come principally from the United States (\$517,215), Great Britain (\$33,419), and Canada (\$15,814). There is a steady demand for this product, which has already received the attention of manufacturers in the Dominion.

Oilcloth (\$573,247) comes from the United States, with small quantities from Great Britain.

Rubber hose more than 15 mm. external diameter (\$508,809). Garden hose is in general demand, and Canada entered the market in 1924 to the extent of \$1,331. A report on this subject appeared in *Commercial Intelligence Journal* No. 1023, (September 8, 1923).

Photographic dry films and plates (\$309,995) come from the United States to the extent of 87 per cent of the total, Germany supplying practically the whole of the balance.

Water closets and urinals (\$268,691) were imported in 1924 from the United States to the value of \$226,447, and from Great Britain to the value of \$41,655. It is possible that Canada may be able to enter the market in the future, but at present quotations are too high.

Type and other equipment for printing and lithography (\$215,564) also come from the United States, with small quantities from Germany and France.

Collections of all kinds for educational purposes, gymnastic apparatus, and all kinds of articles (not otherwise specified) for purposes of sport (\$184,174) are imported from the United States to the extent of 80 per cent of the total and the balance from Great Britain and Germany.

Rubber erasers, sealing wax, wafers and adhesive substances, n.o.s. (\$176,112), are imported from the United States, France, and Germany.

Lenses for spectacles, etc. (\$154,644), come principally from the United States, Germany, and France. Canada does a small trade, and can compete without difficulty.

Tents (\$130,997) come from the United States.

Miners' lamps (\$119,089) come from the United States and Belgium.

Sheet rubber of all kinds (\$118,320) comes from the United States, with negligible quantities from Great Britain.

Cushions, mattresses and pillows (\$111,175) come principally from the United States and Germany. It is probable that the demand will decrease on account of competition from domestic products.

Felt shapes for hats (\$103,315) come from Italy to the extent of 80 per cent of the total; 10 per cent is provided by the United States, and 8 per cent by Spain.

Articles of celluloid, gutta-percha, rubber or cloth, which has been rubbered, waxed, or varnished with drying oil, were imported in 1924 to the value of \$2,451,694. The principal countries of origin are the United States, France, Germany, and Japan.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 19, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 19, 1925. Those for the week ending October 12, 1925, are also given for the sake of comparison.

	Parity	Week Ending October 12, 1925	Week Ending October 19, 1925
Britain£	1.00	\$4.86	\$4.8387
Czecho-Slovakia .. . . .Crown	1.	.203	.0296
France .. . . .Fr.	1.	.193	.0461
Italy .. . . .Lire	1.	.193	.0401
Holland .. . . .Florin	1.	.402	.4018
Belgium .. . . .Fr.	1.	.193	.0453
Spain .. . . .Pes.	1.	.193	.1437
Portugal .. . . .Esc.	1.	1.08	.0515
Switzerland .. . . .Fr.	1.	.193	.1929
Germany.. . . .Reichs Mk.	1.	.238	.2381
Greece .. . . .Dr.	1.	.193	.0145
Norway.. . . .Kr.	1.	.268	.1992
Sweden.. . . .Kr.	1.	.268	.2683
Denmark .. . . .Kr.	1.	.262	.2419
Japan .. . . .Yen	1.	.498	.4075
India .. . . .R.	1.	2s.	.3675
United States \$	1.	\$1.00	1.0000
Mexico.. . . . \$	1.	.498	.49125
Argentina .. . . .Pes.	1.	.424	.4162
Brazil .. . . .Mil.	1.	.324	.14175
Roumania .. . . .Lei	1.	.193	.....
Jamaica£	1.	4.86	4.8582
British Guiana \$	1.	1.	4.8187
Barbados.. . . . \$	1.	1.	
Trinidad \$	1.	1.	
Dominica \$	1.	1.	
St. Kitts \$	1.	1.	.9875—1.0225
Grenada.. . . . \$	1.	1.	.9875—1.0225
St. Vincent.. . . . \$	1.	1.	
Tobago \$	1.	1.	
Shanghai, China.. . . .Tael	1.	.708	.7925
Batavia, Java .. . . .Guilder	1.	.402	.4050
Peru.. . . .Pound	1.	4.86½	4.0500
Singapore, Straits Settlements .. \$	1.	.567	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBER DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs Inquiries from Various Countries

1351. MILD BUTTER.—A Dundee, Scotland, firm of produce brokers wish to represent a first-class Canadian exporter of butter and cheese on the East Coast of Scotland.

1352. BUTTER.—An important Dundee firm of wholesale merchants and importers are anxious to represent, for the East Coast of Scotland, a Western Canadian firm prepared to ship mild butter regularly. Transshipment at Leith or Glasgow.

1353. FLOUR.—A Leith firm of flour importers, already representing inland Canadian mills, desire a connection with a mill which can give prompt shipment from seaboard.

1354. FLOUR WHEAT.—An old-established British importing house in Shanghai, China, desire direct connection with Canadian shippers of flour and wheat.

1355. FLOUR.—An old-established British import house in Amoy, South China, desires representation for Canadian flour, importing via Shanghai or Hong Kong.

1356. APPLES.—Argentine importer wishes to receive samples and c.i.f. quotations from Canadian exporters of fresh apples. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1357. FRUITS.—Argentine manufacturers' agent wishes quotations and samples from Canadian exporters of fresh apples and preserved fruits. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1358. APPLE WASTE.—An agent in Hamburg, Germany, desires to receive prices and samples from Canadian apple evaporators of dried sour apple cores and skins and also of dried apple waste obtained from the manufacture of cider.

1359. CANNED MEATS.—South Wales ships' stores merchants desire quotations c.i.f. or free delivered Cardiff, in sterling, for the following: canned meats, Board of Trade sealed; boiled beef, roast beef, corned beef, boiled, roast and corned mutton in 2's and 6's; sausages, brawn and ox tongue in 2's.

1360. CANNED SALMON.—A Leith firm of commission agents would like a connection with shippers of canned salmon.

1361. CANNED LOBSTER.—A firm of importers in Hamburg, Germany, who have been dealing in canned lobsters for many years, desire to secure, if possible, a first-class direct connection, but they would only consider working with firms exporting the highest qualities of canned lobster and in whom they could have every confidence.

1362. FOOD PRODUCTS.—A large Leith wholesale firm, with branches in Aberdeen and Shetland, would be glad to hear from Canadian shippers of heavy food products.

1363. SUGAR.—A firm in Leith, handling sugar only, would like to represent a Canadian sugar refinery in the East of Scotland.

1364. CEREALS.—A Cardiff house supplying ships' stores trade desires quotations free delivered Cardiff in sterling for all types of cereals, including oatmeal, rolled oats, potato flour, sago flour, sago, tapioca, semolina, wheat and maize, lentils, split peas unpolished, whole peas, barley.

1365. BARLEY.—Quotations are desired by a firm in Mexico City for barley suitable for malting purposes; also for seed barley for purposes of testing in Mexico. Prices and samples requested.

1366. GRAINS.—A Leith firm of grain importers, now dealing through London and Liverpool brokers, want to correspond direct with Canadian shippers of oats and barley principally, also wheat.

Miscellaneous Inquiries from Various Countries

1367. FEEDING STUFFS.—A Leith firm want to represent Canadian firms prepared to ship linseed oilcake, oats and wheat offals, and semi-solid or dried buttermilk; also pea husks and alfalfa meal.

1368. LINSEED CAKE AND LINSEED.—An important firm in Leith, Scotland, with oil mills in Leith and Dundee, inquire for Canadian linseed cake and linseed.

1369. CLOVER SEED.—A Leith importer of all kinds of seeds is open to buy all classes of clover seed.

1370. FIBRE FLAX.—A large and important firm of flax importers in Dundee are willing to receive samples and prices from Canada.

1371. FLAX FIBRE AND TOW.—A Dundee manufacturer would be glad to receive samples and prices of Ontario flax fibre and tow.

1372. FISH MEAL FERTILIZER.—A Leith firm of importers of fertilizers would be glad to make a connection with a Canadian firm able to ship.

1373. ASBESTOS FIBRE.—A firm in Hamburg, Germany, wish to get in touch with reliable Canadian exporters.

1374. ACETATE OF LIME.—Argentine importer wishes to receive c.i.f. quotations from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1375. BINDER TWINE.—Argentine manufacturers' agent wishes to receive samples and c.i.f. quotations from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1376. PLYWOOD.—A firm in Hamburg, Germany, desire to receive offers from Canadian exporters of plywood.

1377. SANITARY SEATS.—A firm of builders' merchants in Southampton, England, ask to be placed in correspondence with Canadian manufacturers of sanitary seats.

1378. BARREL STAVES.—Argentine manufacturers' agent wishes to receive c.i.f. quotations from Canadian manufacturers of oak wine barrel staves. Full information, and also a knocked-down barrel as sample, should be sent to the Canadian Trade Commissioner at Buenos Aires.

1379. PAPER AND PULP MAKERS' FELTS.—A reliable import and export firm desire to communicate with Canadian firms in a position to ship paper and pulp makers' felts to Japan.

1403. BUILDERS' HARDWARE.—Argentine manufacturers' agent wishes to receive catalogues and c.i.f. quotations from Canadian manufacturers of carpenters' tools, wrenches, cheap hinges, door bolts and padlocks. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

Foodstuffs Inquiries from British Honduras

1380. CHEESE.—A large commission house in Belize desires agency on both purchasing and *del credere* commission basis, the product to be competitive with Dutch round cheese costing about \$9.15 per cwt. of 112 pounds c.i.f. Belize.

1381. FLOUR; POTATOES; COFFEE; SUGAR.—A Belize commission agent desires to represent Canadian exporters of flour; potatoes; coffee (a cheap line costing \$9.87 per 24 pounds duty paid); sugar.

1382. CANDY; BISCUITS; PACKING-HOUSE PRODUCTS; FLOUR.—A Belize agent who covers the whole country desires an agency on a commission basis for candy (boiled sweets, chocolate sweets and bars, chewing gum); biscuits; packing-house products; and flour.

1383. FLOUR.—A Belize firm want a cheap quality of flour that will keep three months in British Honduras.

1384. APPLES AND FRESH FRUITS.—A grocery firm in Belize would like c.i.f. quotations on boxed or barrelled apples and fresh fruits.

1385. CANNED FRUITS AND VEGETABLES.—A Belize commission agent wishes to represent a Canadian manufacturer on a commission basis.

1386. CANNED MEATS.—A Belize agent desires to represent Canadian exporter on commission basis.

1387. SUGAR, ETC.—A Belize firm desire agency for all types of foodstuffs, especially sugar.

1388. FLOUR.—Commission agent in Belize desires agency for Canadian hard wheat flour mill. Correspondence in French or English.

1389. FLOUR.—Belize commission house desires to represent a Canadian mill on both cash purchase and *del credere* commission basis.

Miscellaneous Inquiries from British Honduras

1390. HAY.—Agent in Belize desires to represent a Canadian exporter.

1391. HAY, OATS, AND CORN.—A Belize commission house desires to represent Canadian exporter, both on a purchasing and *del credere* commission basis.

1392. CLOTHING.—A firm of general merchants in Belize wish to get in touch with Canadian manufacturers and exporters of hats and caps, cotton and lisle hose, cotton shirts, tweeds and homespuns (not heavier than 10 ounces).

1393. SHIRTS.—A Belize agent desires to represent a Canadian exporter on a commission basis.

1394. SHOES.—A Belize agent desires agency for a line of Canadian leather shoes.

1395. RUBBER-SOLED SHOES.—Belize firm wish to stock and have exclusive distribution of a Canadian line of rubber-soled shoes.

1396. RUBBER-SOLED SHOES.—Belize commission agent wishes agency of a Canadian exporter. Correspondence in French or English.

1397. MOTOR TIRES.—Commission agent in Belize desires agency for tires 30 by 3, 30 by 3½. Would buy direct; sight draft.

1398. PAPER BAGS.—Belize agent desires to represent a Canadian manufacturer on a commission basis.

1399. WRAPPING PAPERS AND CARTONS.—Firm of grocers in Belize would like quotations on wrapping paper (as sample on file with Department, which costs 10½ cents per pound, including printing, freight and duty on United States product of 20 per cent) in rolls of 15, 20, and 24 inches with weights of 37, 52, and 55 pounds respectively, 50 rolls of each at a time; and paper cartons for wrapping butter.

1400. BOTTLING CASES.—A bottling works in Belize desire quotations on cases to hold 24 pints, strapped with ½-inch galvanized iron, shipped k.d.s.; first cost about 55 cents. Cash basis.

1401. HARDWARE.—Agency for any competitive hardware line desired by reliable agent in Belize.

1402. HARDWARE.—Large distributing house in Belize want prices from Canadian exporters, to be competitive with those of the Standard Sanitary Company, New York, on the following lines: baths and sanitary w.c. combinations; cast-iron soil pipe, 5-foot lengths, 4-inch diameter, with elbows, etc.; linoleum, competitive price 50 cents per square yard; also blocks and general tackle.

1404. GLASS AND GLASSWARE.—Large distributing house in Belize desire quotations, such to be competitive with Standard Sanitary Company, New York.

1405. SADDLERY.—Large distributing house in Belize desires quotations on all kinds of saddlery.

1406. THEATRE CHAIRS.—Large Belize distributing house desires quotations on folding theatre chairs with solid or open backs of hard maple, galvanized rust-proof iron connections, folding flat, crate of 5 dozen to weigh about 695 pounds gross, cost about \$13 net per dozen f.a.s.

1407. GRINDSTONES.—Large firm of general merchants in Belize wish quotations on grindstones, from 8 to 30 inches diameter.

1408. BARBED WIRE.—Belize firm want quotations on 4-point 3-inch space 12-gauge, to be competitive with United States Steel Products Company, the agency to be on both a cash purchase and *del credere* commission basis.

1409. ELECTRIC LIGHT BULBS.—Firm of general merchants in Belize would like quotations from Canadian manufacturers of bulbs of 25 and 50 candle-power, 120-volt.

1410. ELECTRIC WIRING AND SUPPLIES.—Electrical concern in Belize would like Canadian quotations on wire, equivalent to Nos. 8, 10, 12, and 14 American; No. 14 must be rubber covered for inside use; also lead-covered wire—single or twin-lead wiring; cleats; switches; Edison screw sockets; fuse blocks; electric bulbs and fittings.

1411. SOAP.—Belize commission agent wishes to represent manufacturer or exporter of soap on a commission basis, to be competitive with Colgate's "Octagon," 8- and 11-ounce bars. Case of 11-ounce costs about \$6 duty paid.

1412. PATENT MEDICINES.—Commission agent in Belize wants to represent a Canadian exporter. Correspondence in either French or English.

1413. CORKS.—Bottling works in Belize desire quotations on crown corks in three colours with plain cork. Competitive price 25½ cents per gross, cash basis.

1414. CORN BROOMS.—Belize firm want quotations on 2, 4, and 5 string; present cost is \$2, \$3.75, and \$4.15 less 5 per cent f.o.b. New Orleans, plus cost freight and insurance, \$14.50 on order of 18 dozen.

1415. WOODEN CASKS.—Belize commission house desires agency on both a purchasing and *del credere* commission basis, the casks to be 20, 25, and 30 imperial gallons for holding strong rum, preferably set up.

1416. WHITE PINE.—Belize commission house desires to represent a Canadian supplier on both a purchasing and *del credere* commission basis.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Nov. 7; Antonia, Nov. 14; Ausonia, Nov. 21—all Cunard Line.

To LIVERPOOL.—Canada, Oct. 31; Doric, Nov. 7; Megantic, Nov. 14; Regina, Nov. 21; Canada, Nov. 27—all White Star-Dominion; Alaunia, Oct. 30; Aurania, Nov. 13—both Anchor-Donaldson; Montrose, Canadian Pacific, Nov. 6; Gracia, Cunard Line, Nov. 6.

To LONDON.—Bawtry, Oct. 30; Brecon, Oct. 31; Batsford, Nov. 7—all Canadian Pacific; Comino, Furness, Withy, Nov. 7; Canadian Rancher, Oct. 31; Canadian Aviator, Nov. 11; Canadian Trapper, Nov. 21—all C.G.M.M.

To AVONMOUTH.—Cornishman, Oct. 31; Welshman, Nov. 14; Colonian, Nov. 21; Oxonian, Nov. 28—all White Star-Dominion; Parthenia, Nov. 7; Salacia, Nov. 14—both Anchor-Donaldson.

To SOUTHAMPTON.—Minnedosa, Nov. 18; Melita, Nov. 4—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairnmona, Oct. 30; Cairnvalona, Nov. 6—both Thomson Line.

To MANCHESTER.—Manchester Corporation, Oct. 29; Manchester Brigade, Nov. 5; Manchester Regiment, Nov. 12—all Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Leader, Nov. 6; Canadian Commander, Nov. 20—both C.G.M.M.

To GLASGOW.—Saturnia, Oct. 30; Athenia, Nov. 6; Letitia, Nov. 20—all Anchor-Donaldson; Metagama, Nov. 5; Marburn, Nov. 19—both Canadian Pacific.

To HULL.—Comino, Furness, Withy, Nov. 7.

To DUBLIN.—Lord Antrim, Head Line, Nov. 8.

To BELFAST.—Dunaff Head, Head Line, Nov. 12.

To ST. JOHN'S, Nfld.—Canadian Sapper, C.G.M.M., Nov. 6.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS., Oct. 28.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Nov. 3; Canadian Otter, Nov. 17—both C.G.M.M.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Berwyn, Oct. 31; Balfour, Nov. 4—both Canadian Pacific.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Forester, C.G.M.M., Nov. 11.

To NORWEGIAN PORTS.—Norefjord, Norwegian-American, Nov. 10.

To COPENHAGEN AND BALTIC PORTS.—Maryland, Nov. 3; Ivar, Nov. 5—both Scandinavian-American Line.

To ANTWERP.—Canadian Rancher, Oct. 31; Canadian Aviator, Nov. 11; Canadian Trapper, Nov. 21—all C.G.M.M.; Melita, Nov. 4; Minnedosa, Nov. 18—both Canadian Pacific.

To ROTTERDAM.—Welland County, Intercontinental Transports, Nov. 14; Rathlin Head, Head Line, Nov. 8.

To HAVRE.—Brant County, Intercontinental Transports, Nov. 20.

To HAMBURG.—Hada, Oct. 31; Hastings County, Nov. 10—both Intercontinental Transports; Brecon, Oct. 31; Bolingbroke, Nov. 21—both Canadian Pacific.

To AUSTRALIAN PORTS.—Canadian Scottish Oct. 31; Canadian Conqueror, Nov. 22—both C.G.M.M.

To NEW ZEALAND PORTS.—Canadian Britisher, C.G.M.M., Nov. 20.

To SOUTH AFRICAN PORTS.—Benguela, Elder Dempster, Oct. 31.

To SOUTH AMERICAN PORTS.—Dayton, Houston Line, Nov. 10.

From Quebec

To LIVERPOOL.—Canada, Oct. 31; Doric, Nov. 7; Megantic, Nov. 14; Regina, Nov. 21; Canada, Nov. 27—all White Star-Dominion; Montnairn, Canadian Pacific, Oct. 30.

To SOUTHAMPTON.—Empress of France, Canadian Pacific, Nov. 11.

To AVONMOUTH.—Cornishman, Oct. 31; Welshman, Nov. 14; Colonial, Nov. 21; Oxonian, Nov. 28—all White Star-Dominion.

From Halifax

To HULL.—Comino, Furness, Withy, Nov. 10.

To LIVERPOOL.—Newfoundland, Oct. 30; Hoosac, Nov. 9; Sachem, Nov. 20—all Furness, Withy.

To MANCHESTER.—Manchester Commerce, Nov. 2; Manchester Brigade, Nov. 29—both Furness, Withy.

To LONDON.—Galtymore, Nov. 2; Comino, Nov. 10; Jessmore, Nov. 16—all Furness, Withy.

To ST. JOHN'S, Nfld.—Silvia, Oct. 27; Rosalind, Nov. 3—both Red Cross Line; Newfoundland, Oct. 30; Sachem, Nov. 20—both Furness, Withy; Hethpool, Farquhar SS., Nov. 7 and 21.

To PORT AUX BASQUES, CORNER BROOK, CURLING, ETC.—Sable I., Farquhar SS., Nov. 5 and 19.

To BURIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., Oct. 28, Nov. 11 and 25.

To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Nov. 6; Chigneeto, Nov. 20—both R.M.S.P. Co.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Nov. 4.

To SANTIAGO, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Nov. 18.

From Vancouver

To JAPANESE PORTS.—Kaisha Maru, Canadian-American Shipping Co., late October.

To YOKOHAMA AND KOBE.—Yonan Maru, Osaka Shosen Kaisha, Nov. 20.

To YOKOHAMA, KOBE AND HONG KONG.—Achilles, Blue Funnel, Nov. 5.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Australia, Oct. 29; Empress of Asia, Nov. 12; Empress of Canada, Nov. 27—all Canadian Pacific.

To YOKOHAMA, KOBE, MOJI, DAIREN AND SHANGHAI.—Arabia Maru, Nov. 3; London Maru, Nov. 17; Alabama Maru, Nov. 26—all Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON AND MELBOURNE.—West Nivaria, Pacific-Australian Line, Nov. 13.

To LONDON AND LIVERPOOL.—Loch Gail, R.M.S.P. Co., late October.

To BORDEAUX, HAVRE AND ANTWERP.—La Marseillaise, Nov. 5; Notre Dame de Fourviere, Nov. 16—both Cie. Gle. Transatlantique (French Line).

To ANTWERP AND ROTTERDAM.—Loch Gail, R.M.S.P. Co., late October.

To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Cherca, Navigazione Libera, Triestina, Nov. 18.

To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—Hollywood, Pacific-Argentine-Brazil Line, early November.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS

- | | |
|---|---|
| <p>Argentine Republic
E. L. McColl, Reconquista No. 46, Buenos Aires. <i>Cable Address, Canadian.</i></p> <p>Australia
D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. <i>Cable Address, Canadian.</i></p> <p>Belgium
A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. <i>Cable Address, Canadian.</i></p> <p>Brazil
P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. <i>Cable Address, Canadian.</i></p> <p>British West Indies
H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). <i>Cable Address, Canadian.</i>
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Acting Trade Commissioner, P.O. Box 2003, Calcutta. <i>Cable Address, Canadian.</i></p> <p>Irish Free State
A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. <i>Cable Address, Canadian.</i></p> | <p>Italy
W. McL. Clarke, Via Manzoni 5, Milan 2. <i>Cable Address, Canadian.</i></p> <p>Japan
J. A. Langley, Acting Trade Commissioner. Address for letters, P.O. Box 230; office, Room No. 2, Meikai Building, Kobe. <i>Cable Address, Canadian.</i></p> <p>Mexico
C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. <i>Cable Address, Cancoma.</i></p> <p>New Zealand
C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. <i>Cable Address, Canadian.</i></p> <p>South Africa
G. R. Stevens, P. O. Box 683; Office, Westminster House, Adderly street, Cape Town. <i>Cable Address, Cantracom.</i></p> <p>Straits Settlements
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Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) <i>Cable Address, Sleighing, London.</i>
J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) <i>Cable Address, Cantracom.</i>
Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands). <i>Cable Address, Canadian.</i>
Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) <i>Cable Address, Cantracom.</i></p> <p>United States
Frederic Hudd, 44 Whitehall street, New York City. <i>Cable Address, Cantracom.</i></p> |
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Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Canadian Building, Trafalgar Square, London, S.W.1, England.
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- United States**
Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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APPOINTMENTS TO THE COMMERCIAL INTELLIGENCE SERVICE

Mr. W. McL. Clarke, Trade Commissioner in Milan, has been appointed Director, Commercial Intelligence Service, Department of Trade and Commerce, with headquarters at Ottawa.

Mr. A. E. Bryan, Trade Commissioner in Japan, has been appointed Inspector of Trade Commissioners' Offices, with headquarters also at Ottawa.

Both have entered upon their new duties.

UNITED KINGDOM TRADE CONDITIONS

TRADE COMMISSIONER HARRISON WATSON

London, October 15, 1925.—Although there have been faint indications of increasing activity in a few directions, there are no signs of any general change or improvement in trade, and the depression in several of the staple industries seems to increase.

This is notably the case in shipbuilding, Lloyd's report for the quarter ended September 30 being one of the most depressing ever issued. The total tonnage under construction was the lowest recorded since December, 1909, and there was a further increase in tonnage on which work has been suspended. Indeed, were it not for a few new orders which have been placed partly in order to alleviate distress, the plight would be even worse.

The situation is equally gloomy in many branches of the iron and steel industry, which report the suspension of activities in several mills.

An outstanding exception is presented by the automobile industry, in which a general revival is taking place. It is significant that the improvement in this, as well as the two other industries which are reported to be enjoying better times—lace and embroidery, and artificial silk—coincides in each case with the levying of an import customs duty. It is, moreover, reported that the introduction of the luxury duties on silk is being followed by the establishment of British factories by influential foreign interests, which must be beneficial to the country in many ways, and also means relief in unemployment.

Indeed, a noteworthy feature which is dually indicative of the existing difficulties of British industries and the possible means of remedy is the considerable number of applications which have been made to the Government under the Safeguarding of Industries Regulations.

It was announced some time ago that an import duty of 33½ per cent has been levied on lace and embroidery, and subsequently that the special committees appointed to take evidence relative to the applications of the glove and gas mantle industries have reported in favour of the imposition of a duty. Since then similar committees have been applied for and appointed in connection with the brush, aluminium hollow ware, packing and wrapping paper, and cutlery industries. This morning it is announced that the President of the Board of Trade is appointing a committee to investigate the claim of the manufacturers of worsted tissue and fabrics for the introduction of an import duty on fabrics wholly or partly made from wool or hair. Of even greater moment would appear to be the application which it is reported has been made by the iron and steel industry for protection against what they claim to be unfair foreign competition, and which, it is understood, is now receiving consideration.

In the meantime the curse of unemployment continues, and although figures fluctuate almost weekly, with an occasional gain or loss, the total number of unemployed gazetted on October 5 was 1,297,600, an increase of 82,025 over the same period last year.

It is satisfactory to note that there has recently been a slight advance in the Stock Exchange quotations of a few of the industrial securities, but the great event in financial circles is the extraordinary boom in rubber shares which continues with unabated vigour. A further, and unexpected, fall in the bank rate took place on October 1, the rate being reduced to 4 per cent.

There is not much that is new, or indeed encouraging, in external trade. Imports for September, while exhibiting a slight increase over August, still record a substantial reduction from the values of the earlier part of the year. September exports showed a decline of over £3,000,000 from August, but this is almost wholly attributable to a drop in re-exports, the figures for United Kingdom products being practically unchanged.

A special feature of the month has been the sharp advance in butter, cheese, and other provisions. This is entirely due to the shipping strike, which has not only held back customary supplies from Australasia and South Africa, but temporarily deprived many of the steamship companies of ships which are locked up at different overseas ports.

Canadian exporters are in such close touch with this market that they are not only kept informed as to the fluctuations in prices, but are able practically to follow the daily quotations. Consequently, the principal reason for calling attention to the circumstances is to emphasize the sensitiveness of the British market to any event which disturbs the regular supply of foodstuffs of which the country itself does not produce a sufficient quantity for the needs of its population.

The trade returns show that imports of Canadian butter during the first nine months of the year (133,742 cwts.) have increased threefold as compared with 1924 (46,651 cwts.). The prevalence of profitable prices is also presumably mainly responsible for receipts of Canadian cheese having recovered to 751,601 cwts. from 534,354 cwts. during the same periods; while both bacon and hams mark satisfactory increases.

The movement in favour of giving preference to Empire food products is gaining momentum. This development, in conjunction with the propaganda secured from Wembley, is causing an increased inquiry as to the feasibility of obtaining various articles from Canada.

Brand and uninterrupted continuity of supply are selling factors of vital importance. It has been ascertained that very few Canadian brands are in established demand in this country, and the consumer frequently complains that as he does not know what brands to ask for, he is frequently balked in his desire to buy Canadian goods. Retailers report that they naturally only stock goods which are in demand, and that the impossibility of securing regular supplies has caused them to drop quite a few Canadian products which have been introduced to them.

It is therefore up to Canadian packers and exporters to remedy these defects, and by adopting the more active methods which are now being employed by producers in Australia and the other Dominions, secure fuller advantage of the opportunity offered to them.

UNITED KINGDOM CROP RETURNS

TRADE COMMISSIONER HARRISON WATSON

London, October 13, 1925.—According to the report now issued by the Ministry of Agriculture, the potato crops of England and Wales made distinct progress during September. Unaffected by the showery weather which delayed the harvesting of the cereal crops, potatoes had so improved that on October 1 the outlook was for a yield of 6 tons per acre, which is quite up to the ten-years' average. This means a total of 2,963,000 tons, in comparison with 2,696,000 tons in 1924. Generally speaking, there is freedom from disease, so that this year's potato crop will be superior to last year's, both in quantity and quality.

What must be practically final figures show that the quantity of wheat produced has turned out rather better than was anticipated, but the yield, 26,432,000 cwt., still falls short by nearly 1,000,000 cwt. of the 1924 crop.

On the contrary, the rain in September adversely affected barley, and the new October figures, 18,875,000 cwt. against 20,278,000 cwt. in 1924, show a reduction of 120,000 cwt. from the September forecast.

The production of oats in England and Wales remains practically unchanged during the month, and the yield according to the new forecast, 25,379,000 cwt., represents a falling off of 4,500,000 cwt. from 1924.

September was favourable to beans and peas. The former are turning out $1\frac{1}{2}$ cwt. above the average, and peas have recovered to slightly over the ten-years' average.

Roots generally, and turnips and swedes, are expected to approach only about $11\frac{1}{2}$ tons per acre, or $1\frac{1}{4}$ tons below the ten-years' average. Exceptionally, sugar beet continues to do well and a satisfactory yield is anticipated.

EFFECT OF SHIPPING STRIKE ON AUSTRALIAN EXPORT TRADE

Canadian Trade Commissioner D. H. Ross, Melbourne, cables under date October 28 that the produce situation in Australia as regards exports is now becoming very serious. About 1,500 tons of butter are awaiting shipment and the quantity is daily increasing; also 12,000 cases eggs (25 dozen each); 500 tons cheese, and large quantities of meat. As there is no early prospect of a settlement of the seamen's strike the Christmas market in England is lost. Unusually dry weather in October indicates that the wheat harvest will be much below the general average and exports limited unless general rains fall within the next fourteen days. Importations of oats are practically certain, hence samples and prices are requested from Canadian sources of supply.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, September 22, 1925.—The past two months have been a period of dullness in business, as is usual at this time of the year, but at the date of writing slackness of trade is unusually pronounced. Much of this is attributed to three factors—the strike of British seamen, in which between 4,000 and 5,000 men are concerned in Australian waters; the impending Commonwealth elections; and the large sum for which the Government is calling in connection with the redemption of the war loan of £65,000,000 due December next. Until these retarding factors are disposed of there is little likelihood of any marked improvement in conditions.

Although much disappointment was felt when recent efforts failed to effect a settlement of the British shipping strike, present indications are that it will not be of long duration in this country. While Australian labour unions are providing sustenance to the striking seamen, their funds are not at present in a flourishing condition, and appeals to the general public for help in maintaining the struggle are not meeting with as ready a response as expected. In the meantime importers who have goods on the "tied up" vessels and cannot get delivery are diverting orders for future delivery from the United Kingdom to other sources of oversea supply.

Some large commitments for newsprint, for instance, are reported to have gone to Canada as a result of the uncertainty of sailings from British ports. Exporters also are greatly perturbed at the possibility of a continuation of idleness of ships now in port which, under ordinary circumstances, would be departing with cargoes of Australian products. Usually the exports from Australia during the months of August, September, and October amount in value to about £30,000,000, and the prospect of these goods being held up with increasing accumulations of wool and other seasonal crops, now nearing the marketable stage in the warmer sections of the country, are far from reassuring and the cause of much anxiety in commercial circles. Press reports received from London announcing that British shipping companies were considering the curtailment of sailings to Australia and other dominions in which the seamen are on strike do not tend to allay that anxiety and have a very unsettling influence on business generally.

As an outcome of the shipping trouble, which the communistic element is considered to have fomented and to be supporting in this country, the Government has decided to dissolve Parliament and face the country in a general election, which it is anticipated will take place towards the end of October. This decision appears to meet with the approval of the public and press, particularly as the issue to be decided is to be confined to whether the country is to be ruled by a communistic minority or equally in the interests of every section of the people.

It is anticipated that subscriptions to the war loan will be closed at an early date. Its success appears to be assured, as over £40,000,000 is reported to have already been received in conversions and new money.

Canadian manufacturers and exporters will have learned of the ratification by the Australian Parliament of the amended Tariff Agreement with Canada. Those in this country interested in the import and export of the various commodities covered by the agreement are eagerly awaiting the proclamation of the date of operation and hopeful that no unforeseen circumstances will delay it. The consummation of this long-desired trade agreement between two such important sections of the Empire is welcomed in this community and it is anticipated will be equally beneficial to both. Already increased inquiry for many

Canadian commodities is in evidence, not only for those in which a substantial trade has always been done, but for those less known to which reduced duties also apply.

Another recent important development in tariff matters is the amended Commonwealth customs schedule which went into operation early this month, and of which readers of the *Journal* will have been advised [see *Commercial Intelligence Journal* No. 1133]. Full details of the amendments to the original rates are now available at the Department of Trade and Commerce, Ottawa, where they may be procured upon application by those interested.

TRADING WITH BRITISH HONDURAS

TRADE COMMISSIONER JAMES CORMACK

[The following notes on the trade of British Honduras, with special reference to Canadian opportunities in that colony, have been compiled by Mr. Cormack as the result of a recent visit. The first two parts were published in bulletins Nos. 1133 and 1134, and the final instalment will appear in next issue.]

FRUITS

The fresh fruit trade, valued at \$10,000 in 1924, was supplied almost wholly by the United States. There is a fair trade in boxed and barrelled apples, and when it is possible to ship in cold storage from Canada, these and other fresh fruits should be imported from the Dominion. At present fruits coming in cold storage by the United Fruit Company's boats are subject to a 40 per cent additional freight charge, which makes the goods too expensive for the market and restricts sales. The trade in dried fruits also is supplied almost wholly from the United States: in that of tinned or bottled fruit Canada's share in 1924 was worth \$2,310. Generally speaking, "choice" quality fruits suit the market best, but to compete successfully with some English lines of strawberries, "fancy" quality is required.

LARD

The consumption of lard and its substitutes in British Honduras is large; imports were valued at over \$53,000 in 1924. The bulk of the trade is done by United States packing houses, who supplied \$47,388, and the balance by Canada. Canadian firms can only hope to make a satisfactory bid for this trade by maintaining high quality, and by shipping a lard which when it cools does not harden too quickly. "Jewel" brand from the United States seems to suit the market well, and may be taken as a standard of what is required in quality and keeping power.

MEATS

The United States controls the trade in barrelled beef, which was valued at \$17,570 in 1924. The canned meat trade was valued at \$27,868 in 1924, and is supplied largely from the United States, Canada's share being \$5,569. Great Britain supplies most of the fancy specialty lines. Several Canadian houses are putting up strong competition against the entrenched goods of an American firm. In the towns the ½-pound tin is preferred, but for use in the bush, where the contents of a tin make a single meal, the 4-ounce container should be supplied. Hams and bacons to the value of about \$35,000 were imported in 1924—largely from the United States. Mess pork is a staple and was imported to the value of \$76,557 in 1924. Canada supplied 26 per cent of the trade and the United States furnished the balance.

POTATOES AND VEGETABLES

Potatoes have a relatively small sale in British Honduras, where the market is estimated to consume only about 200 crates of 45 to 50 pounds per month. They do not stand up well in the climate and are imported weekly from New Orleans. The light, wooden open-spaced crate is the only container seen for both potatoes and onions. Potatoes were costing \$2.15 and onions \$2.20 per crate f.o.b. New Orleans early in September.

SUGAR

In 1924, for the first time, the imports of refined sugar in the colony were greater in both volume and value than of unrefined. The quantity imported was 720,579 pounds valued at \$43,119, and is practically four times as much as in the previous year. Canadian shipments were 33,011 pounds in 1922 against 717,905 pounds in 1924; those of the United States 88,643 pounds and 869 pounds respectively. The unrefined sugar import trade was valued at \$23,281 last year, and was largely supplied by Guatemala, followed by Canada (\$4,219). American shipping lines are now cutting freights in sugar in order to assist the trade.

TEA

The trade in tea last year was worth nearly \$26,000, of which nearly 50 per cent came from the United Kingdom. Ceylon is the next supplier. Imports from Canada were valued at \$1,965: the price was stated to be too high to permit of larger sales.

OTHER FOODSTUFFS

Rice and beans are largely consumed in the colony, but the Canadian share in the trade is small, and there is little chance of increasing it. There is a good trade for breakfast foods, and a line of Canadian porridge oats in tins gives evidence of developing in the market. Tomato paste is imported from the United States in 5-ounce cans, $2\frac{1}{2}$ inches across and $2\frac{7}{8}$ inches high, and costing about \$9.50 per case of 250 tins in the United States. To enter this trade Canadian firms would require to ship in a similar container, to which this conservative market is accustomed.

MEDICINES AND DRUGS

Over \$60,000 worth of drugs and medicines was imported last year. The United States is the big supplier of patent medicines, followed by the United Kingdom, and Canada (\$5,000). Cod liver oil in 2-ounce, 4-ounce, and 8-ounce bottles (9, 12, and 20 cents respectively landed and duty paid) is in constant demand. Any novelty with any pretensions to merit should, if advertised, find a ready sale.

SHIP CHANDLERY

There is a considerable amount of ship chandlery of all kinds sold in the general stores of British Honduras as most of the transportation is by water. In the past year or two, however, a change has come over the trade, fewer sailing ships entering, and a greater number of motor boats being in use. There is still, however, a big demand for sail cloth and cotton duck for sails shipped usually in bales of 50- and 100-yard lengths 22 inches wide, supplied from Canada and the United States. The 50-yard lengths are most in demand. Rope and cordage is imported largely from England, and oakum from Scotland.

TRUCKS AND TRACTORS

Thirty-six tractors valued at \$53,663 were imported last year from the United States and were the only entries. They are used in the mahogany business and are all of the caterpillar variety. There is a good trade too in trucks and trailers, in which business Canada has a small share.

TEXTILES

The customs classification of "cotton and silk piece goods" discloses an import of \$322,826 in 1924. The United States sent \$169,639, the United Kingdom \$130,641 and Canada \$1,971. Linen piece goods were supplied almost exclusively by the United Kingdom (\$3,180). There is a good trade in mercerised cotton—mostly striped, in pieces 36 inches wide and 50-60 yards long and is sold at about 1s. 6d.—first cost. Coloured casement (locally called Indian head) in 36-inch widths costs about 8½d. per yard. Ripplette or crinkle crepe is bought at 17 cents per yard first cost. Flannelette—in all colours—is a good seller at a price of 12½ cents per yard for 29-inch width and 17 cents for 36-inch. White cotton and flannelette blankets with coloured borders, size 66 by 80 inches, weighing 3½ pounds to the pair and costing about \$2 per pair first cost, sell well. There are no linen half-towels to be seen, but plenty of bath towels from 18 by 28 inches up to 36 by 72 inches are sold. There is a trade for cotton sheeting, bleached and unbleached, twilled and plain, about 72 and 90-inch widths, costing from 2s. to 2s. 6d. per yard in England. There is a fair trade in light tweeds and homespuns, light in colour and not heavier than from 6 to 10 ounces. Ticking for mattresses, about 60 inches wide, is in demand as is hammock cloth 72 inches wide. There is a very good sale for brown cotton to be made into cheap underclothing, which costs about 8-11 cents per yard. The silk ribbon trade is a good one, in which a Canadian firm is making headway in the market.

WOOD AND LUMBER

Nearly a million feet of rough and dressed lumber is imported into the Colony about two-thirds of which is dressed. Out of a total trade of about \$45,000 last year, Canada is credited with \$1,178. Competition against the cheap yellow pine from the Southern States is difficult. The consumption of white pine is relatively small.

STATIONERY AND PAPER

There is a fair sale for wallpaper, but only for rolls of the cheapest kind. Stationery comes from the United States and the United Kingdom in small quantities, the latter country supplying most of the block pads. There is a fair trade in coloured crinkle papers for decorative purposes. There is a demand for paper cartons (as per sample on file with the Department of Trade and Commerce, quote file No. 15619) used as butter containers. Flat wrapping paper is also imported in 50-pound weights, size 20 inches by 30 inches. There is a good trade in paper bags, self-opening with square sides, put up in bundles of 500 bags, in bales of 10,000 ¼-pound bags, 8,000 ½-pound and 6,000 1-pound bags. Newsprint is in little demand.

WHISKY

The 1923 trade of nearly half a million dollars fell away last year by nearly four-fifths, and it is doubtful if it will improve this year, as large stocks are reported to be on hand still unsold. The United Kingdom bears most of the loss of trade, as Canada while reduced more than one-half, did business worth \$57,298 in 1924.

GENERAL ARTICLES

The "Red Top" match of the Diamond Match Company suits the market well and is now practically a monopoly. The soap trade is divided between the products of United Kingdom Corporations and the "Octagon" bar from the United States. There is a big demand for cigarettes, practically all of which come from the United Kingdom which exported over 12,000,000 to the colony last year.

SUMMARY OF THE TRADE OF CANADA: MONTH, SIX MONTHS, AND TWELVE MONTHS ENDING SEPTEMBER, 1925

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of September, 1925				Six Months ending September, 1925				Twelve Months ending September, 1925			
	From United Kingdom		From United States		From United Kingdom		From United States		From United Kingdom		From United States	
	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$
<i>Imports for Consumption</i>												
Agricultural and Vegetable Products.....	16,581,550	2,977,461	7,507,220	97,097,623	15,157,149	45,457,450	183,314,135	30,640,773	83,352,491			
Animals and Animal Products.....	3,513,330	430,696	2,357,997	21,541,450	3,045,781	14,595,905	44,242,061	5,809,719	29,999,928			
Fibres, Textiles and Textile Products.....	14,521,642	6,095,554	5,163,135	86,911,282	34,425,662	35,170,121	175,663,331	71,603,581	72,098,363			
Wood, Wood Products and Paper.....	3,377,746	1,384,949	2,845,108	19,217,837	1,874,272	18,233,427	38,434,427	3,619,552	32,755,563			
Iron and its Products.....	15,596,751	1,592,168	13,538,867	91,861,958	10,213,346	79,305,121	154,763,655	18,360,318	132,574,290			
Non-Ferrous Metals and their Products.....	4,485,059	1,423,859	3,674,696	22,194,690	2,739,120	17,741,655	43,834,314	4,710,136	35,349,954			
Non-Metallic Minerals and their Products.....	12,963,118	1,151,888	10,320,394	73,971,238	7,747,472	60,087,682	137,292,248	12,388,556	114,521,517			
Chemicals and Allied Products.....	4,041,197	1,056,934	1,621,546	13,599,163	2,124,235	8,982,210	26,515,832	4,184,529	17,707,726			
Miscellaneous Commodities.....	5,222,178	687,336	3,685,430	26,455,117	3,684,282	19,124,402	48,563,237	7,005,845	34,614,944			
Totals, 1925.....	78,662,591	14,089,825	50,715,393	452,820,156	81,015,319	296,698,360	832,623,241	158,323,009	552,954,776			
1924.....	63,901,289	12,324,936	38,772,758	397,129,452	73,775,255	253,523,563	826,166,002	149,332,616	541,655,515			
1923.....	71,351,200	13,474,494	46,980,912	464,330,317	78,030,330	313,124,525	902,993,825	154,559,308	614,571,406			
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	38,948,567	23,123,450	4,494,799	227,089,808	128,391,497	27,694,981	475,593,864	281,044,394	49,886,750			
Animals and Animal Products.....	21,008,562	11,893,483	5,474,483	96,754,764	54,363,010	30,828,454	189,483,359	98,194,680	62,795,915			
Fibres, Textiles and Textile Products.....	870,495	129,497	381,040	4,738,940	822,119	2,367,719	9,879,638	1,868,625	5,154,840			
Wood, Wood Products and Paper.....	26,783,252	2,917,891	21,674,863	137,368,961	11,702,160	116,100,985	267,346,112	18,836,758	229,996,255			
Iron and its Products.....	6,244,901	1,157,017	573,343	30,075,263	3,279,318	3,154,814	60,775,323	6,360,754	5,970,677			
Non-Ferrous Metals and their Products.....	9,074,921	1,731,129	6,390,559	37,640,751	7,563,422	30,112,372	99,753,630	17,929,649	63,278,731			
Non-Metallic Minerals and their Products.....	2,548,463	119,126	1,792,449	11,721,986	588,728	8,103,552	22,972,671	1,387,270	15,142,678			
Chemicals and Allied Products.....	1,312,267	269,467	681,020	7,888,449	1,898,136	3,569,505	17,087,394	3,762,318	8,510,957			
Miscellaneous Commodities.....	1,705,483	268,221	1,215,732	8,036,428	1,444,575	5,236,650	15,423,748	3,703,462	9,280,175			
Totals, 1925.....	108,497,911	40,609,281	42,679,287	571,315,340	210,042,965	227,169,029	1,158,290,739	433,087,910	450,016,979			
1924.....	80,960,729	27,774,814	33,377,571	482,091,954	172,798,488	194,569,194	1,073,463,570	391,095,049	419,825,124			
1923.....	67,602,641	22,004,890	32,127,616	453,979,440	141,758,221	205,451,614	997,197,587	377,635,380	406,597,727			
<i>Exports (Foreign Produce)</i>												
Totals, 1925.....	1,075,674	62,639	855,329	6,454,266	438,769	5,366,101	12,185,129	1,000,578	10,050,799			
1924.....	1,494,898	114,815	1,245,854	6,563,427	760,806	5,082,801	12,714,375	1,438,489	9,995,865			
1923.....	1,214,930	62,136	1,066,989	7,261,293	425,337	6,022,301	13,879,839	917,551	11,202,089			
<i>Excess of Imports (i) or All Exports (e)</i>												
1925.....	(e) 30,910,994	(e) 26,582,065	(i) 7,180,777	(i) 124,949,450	(e) 129,464,415	(i) 64,163,230	(e) 317,852,627	(e) 275,765,479	(i) 92,886,998			
1924.....	(e) 18,554,338	(e) 15,564,603	(i) 4,149,333	(i) 91,525,929	(e) 99,783,038	(i) 53,871,598	(e) 290,011,943	(e) 243,203,922	(i) 111,834,526			
1923.....	(i) 2,535,629	(e) 8,592,532	(i) 13,786,307	(i) 3,089,584	(e) 64,153,228	(i) 101,650,610	(e) 108,083,601	(e) 223,993,623	(i) 196,771,590			

WESTERN OR SITKA SPRUCE IN JAPAN*

TRADE COMMISSIONER A. E. BRYAN

Ottawa, October 26, 1925.—The imports of Sitka spruce into Japan are very small when compared with other woods, and only amounted to 0.22 per cent of what was purchased in 1924 and 0.39 per cent of the total in 1923. In other words, as far as rough sawn spruce is concerned, the imports in 1923 were 1,642,950 board feet and in 1924 1,342,723 board feet. When spruce logs are considered the imports are much larger amounting to 3,422,357 board feet last year as compared with 16,936,886 in 1923. After the earthquake a few spruce baby squares were imported to fill the demand, but the business soon died away and it is seldom now that one comes across any shipments of rough sawn spruce. A few spruce logs are imported and are for the most part sawn up into very thin stock for making lunch boxes and other kinds of light boxes for holding foodstuffs. There is little demand, however, in Japan for spruce outside of that imported for aeroplane manufacturing purposes. Thus while spruce is used for many other purposes in Canada such as siding, doors, boxes, etc., it is so far employed in Japan for two purposes only: (1) for making a few lunch or cake boxes, and (2) for the construction of spars, beams, longerons, struts and the fusilages of aeroplanes.

AEROPLANE SPRUCE IN JAPAN

Practically all aeroplane stock is imported from Canada, the United States and England. About 400,000 feet board measure would cover the annual requirements up to now, but the tendency is that the purchases will increase, because the authorities have a large air programme ahead of them and much money has already been set aside for enlarging the country's air defences as well as equipment therefor.

It is noteworthy that some of the aeroplane stock imported from England a year or two ago was of British Columbia origin. It was this feature which led to an approach to some of the aeroplane factories in order to have them place their business direct with Canadian mills, with the result that already quite a few shipments of aeroplane spruce have been imported from Canada direct, although it is impossible to give the exact quantity as no separate figures are recorded.

GRADE OF AEROPLANE SPRUCE

The United States Army specification No. 15021-E is the standard grade for all spruce used for aeroplane purposes in Japan. The specification of grade may be quoted from the Official United States Specification Sheet as follows:—

Air Service United States Army Specification

No. 15,021-E July 15, 1921, supercedes No. 15,021-D January 25, 1921; No. 15,038-A October 1, 1918, supercedes No. 15,054-A January 25, 1921.

*Spruce Lumber for Aircraft Construction**General.*

1. This specification covers the general requirements of the Air Service for spruce lumber to be used in the construction of aircraft.

Material.

2. The following species of spruce may be used for this work:—

Sitka spruce (*Picea sitchensis*).

Red spruce (*Picea rubens*).

White spruce (*Picea canadensis*).

* This article comprises part of one chapter in Mr. Bryan's special report on "The Lumber Market of Japan" which will be published shortly.

3. Sound clear four sides, free from all decay, bright sap knots or equivalent burls, $\frac{1}{4}$ inch and less in diameter, and narrow pitch pockets and bark seams, $\frac{1}{4}$ inch in length will not be considered defects.

4. The grain must be straight; that is, the angle of deviation from a line parallel to the edges must not exceed 1 inch in 15 inches. Vertical or flat grain will be accepted.

5. The rate of growth of any piece must be not less than six annual rings to each inch when measured in a radial direction on either end section through the zone of maximum growth.

6. *Dimensions.*—Thicknesses, widths, and lengths shall be as ordered. All dimensions must be full. Thicknesses will be measured in fractions of $\frac{1}{4}$ inch, widths in fractions of $\frac{1}{2}$ inch, lengths in fractions of $\frac{1}{2}$ foot.

Inspection.

7. All lumber shall be subject to inspection by authorized Air Service inspectors, who shall be afforded all necessary facilities to determine compliance with this specification.

Shipment.

8. Rail shipments may be made in either closed or open cars. If open cars are used, the lumber must be completely covered on ends, sides, and top with 1-inch shiplap, well constructed and thoroughly suited for the purpose intended. Three-eighths-inch cross sticks, spaced not more than 4 feet apart with ends butted, shall be placed between each course of lumber. Nails shall not be driven into any of the lumber comprising the shipment.

DIMENSIONS REQUIRED

There are several different sizes of aeroplane stock called for depending upon the work the factory has in hand. These specifications seem to change frequently, and of late the makers have been asking for sizes that have been almost impossible to supply, such for instance as lengths of 22 feet and up—an almost unattainable specification. The result will probably be that the consumers here will soon find themselves short of aeroplane spruce and will then bring their sizes more in line with what is feasible, although still very difficult to obtain.

Specifications are as under:—

(1) 3 inches to 5 inches thick, 10 inches wide, 16 feet to 40 feet long (30 per cent allowed under 20 feet long).

(2) 3 inches to 5 inches thick, 6 inches to 14 inches wide, 16 feet to 40 feet long (30 per cent allowed under 20 feet long).

(3) 6 inches to 14 inches thick, 10 inches wide, 16 feet to 33 feet long (30 per cent allowed under 20 feet).

(4) $4\frac{1}{2}$ inches and up thick, 9 inches to 12 inches wide, 19 feet to 30 feet long (allowing 30 per cent slight irregularity in size).

(5) 4 inches and thicker, 6 inches and wider, not over 10 per cent 12 feet to 15 feet long, not over 15 per cent 16 feet to 19 feet long, not less than 75 per cent 20 feet and longer.

(6) 3 inches and thicker, 5 inches and wider, 22 feet and up in length.

OPINION OF THE TRADE

The above specifications are those which have been received at various times and from different aeroplane factories. While we have intimated to buyers that the lengths in some cases are impossible to supply, they have informed us that competitors are already supplying these specifications to them.

Japanese Government inspectors are very strict in their inspection, and insist on examining each piece after it has been unloaded from the ship and before delivery. The inspector then rejects everything that does not come up to his idea of quality, leaving the balance in the hands of the importer, who stands to lose considerably by the transaction. Naturally, the factory only pays for what has been accepted by the inspector.

PRICES

The present quotation on aeroplane spruce is from 300 yen to 350 yen per M, c.i.f. Japan, although it has been selling at 215 yen to 225 yen per M. However, many of the importers have lost money to date, and if the shipments

are going to be inspected before delivery and only the best of it accepted, the importer will have to get a considerably better price than 300 yen per M for it if he is going to make any profit, as once it has been sorted and the choicest pieces taken out, the balance can only be sold as ordinary lumber.

The writer has inspected shipments of aeroplane spruce at various times, and the general complaint always seems to be in regard to the *grain* of the wood which in many cases deviates more than 1 inch in 15. Then again sometimes the grain is what is called "screwed" which makes the wood very brittle. Another cause for complaint is irregular year rings.

RECOMMENDATIONS

Any firm wishing to build up a market for aeroplane spruce in Japan must remember that this is a specialist's business, and that the very best material must be sent over. An occasional lot of aeroplane spruce which is considered not good enough for the British or French Governments and would be rejected if offered to them may be considered of good enough quality for the Japanese buyer who may not be so strict in his requirements. Let it be borne in mind, however, that the Japanese inspector is just as strict now as any other buyer of aeroplane lumber, and that he is getting stricter all the time. The very best grade of spruce is required for Japan, and firms in Canada must not differentiate between what they would supply Britain, France or Japan, if Canada is to become the future source of supply for Japan's aeroplane spruce.

AEROPLANE SPRUCE LOGS

One of the Japanese Navy arsenals has recently imported trial shipments of aeroplane spruce logs from Canada. The first shipment is said to have been quite satisfactory.

A translation of the Imperial Japanese Navy order covering the necessary requirements in the case of spruce logs is as follows:—

SPECIFICATIONS OF SPRUCE LOGS

The quality required must be "Silver Spruce" or some other class of spruce logs of the same fineness or better quality. Must have no defects, no curves, and be straight in grain.

The order must be executed with logs dried by a natural process. However, logs perfectly dried by artificial means will be accepted—in which latter case a detailed statement must be available at the time of delivery explaining the artificial drying process.

Lengths must be 20/27 feet by 1 metre in diameter—or larger if possible. Furthermore, it is required that the logs must be suitable for the manufacture of the main structure of aeroplanes of size 4 metres 20 mm. length by 65 mm. width by 150 mm. thickness.

Other requirements are the same as "A" class British Spruce and are as follows:—

Quality.—(a) The timber shall be of the best description obtainable of Silver Spruce (*Picea stichensis*, Carr). (b) The timber shall be slow grown and preferably riftsawn, clean, straight grained, free from rot, deleterious shakes, knots and resin pockets, and cut parallel to the grain.

Selection.—The material shall be selected piece by piece by the purchaser's inspector, whose decision shall be final.

Marking.—All material passed by the purchaser's inspector shall be marked as he may direct with a stamp bearing his identification mark.

Facilities for Inspection and Testing.—(a) The purchaser's inspector shall have reasonable access to the works of the contractor while and where the timber is stored, so far as it is necessary to ensure that the terms of this specification are being complied with and shall be at liberty to reject any material that does not conform to the terms of this specification. (b) All inspection shall be so conducted as not to interfere unnecessarily with the operation of the works. (c) In the event of a rejection of goods by the purchaser's inspector whereby the timber merchants may consider themselves aggrieved, a resurvey of the goods by two independent persons, to be agreed upon by the parties to the contract, or their

umpire, will be allowed if, before the goods have been removed, the timber merchant shall, in writing, apply for a resurvey, and pending such arbitration the goods shall not be removed.

Delivery of Material.—(a) The contractor shall not despatch material from his works until directed by the purchaser. (b) The timber shall be at the timber merchant's risk until actually delivered.

PROSPECTS OF SPRUCE LOGS BUSINESS

As it is almost impossible to pick out spruce logs which will guarantee a good percentage of aeroplane stock, it is quite likely that the import of logs for the manufacture of aeroplane timber will prove a failure, purely from a price standpoint. It is far better to pay a higher price and get aeroplane timber that has already been passed as such by the Pacific Lumber Inspection Bureau. Mills cutting aeroplane stock in Canada are so often disappointed when their logs have been cut up to find such a small production of aeroplane spruce, that it is natural to suppose that the result will be the same here as in Japan and will even prove more expensive to the Japanese buyer who first must import his spruce logs. However, this will be proven in time, and in the meanwhile Canadian exporters must endeavour to supply the best quality spruce logs obtainable.

ECONOMIC CONDITIONS IN JAPAN

ACTING TRADE COMMISSIONER JAMES A. LANGLEY

Kobe, October 1, 1925.—The definite announcement made by the Government regarding the transfer of specie to New York, although it had been under contemplation for some time, was a disturbing element to traders on the stock cotton-yarn and raw silk markets, where price declines were registered. Apparently these reactions were due not so much to the resumption of gold shipments by the Government for emergency measures to assist in the staying of the adverse course of the exchange quotations, as to the way the Government's policy was interpreted as leading to constructive exchange control, with the ultimate view of returning to the actual gold standard. So far no appreciable effect has been felt in the way of an increase in the loan-rates, although it is anticipated that a policy is to be followed which will tend to restrict, or probably completely prohibit, the borrowing of money in foreign markets by private interests. If such a policy were followed it is possible that the money and investment markets would be hampered by the scarcity of available funds, but at the moment funds made available by the settlement of raw cotton bills are flowing towards Tokyo, where money continues to be plentiful, with demands quite normal. Considerable faith appears to be put in the anticipated increased purchasing power of the farmers, due to the probable high prices of cocoons and to the anticipated bumper rice crop.

Railway freight traffic during the last month has shown a slight turn for the better, although it has been handicapped by the dull lumber markets in the northeastern provinces, the reduced demands for fish due to the cholera epidemic and the bad weather which has prevailed during this period. On the other hand a considerable movement of domestic fertilizer, charcoal, etc., has taken place from the Hokkaido, and the brisk trade done in imported rice, fertilizer, salt and other miscellaneous goods in the various sea-ports of central Japan has brought into service idle cars from various quarters.

The amount of foreign wheat purchased by Japanese flour mills since June is estimated at 210,000 tons, of which approximately 139,000 tons came from Canada, 1,000 tons from Australia, and 70,000 tons from the United States. It is anticipated that, due to the high price of Japanese wheat, importations by the leading Japanese flour mills will continue until about 350,000 tons will have been purchased by these mills during the period ending March next.

UNITED STATES TRADE WITH CANADA

TRADE COMMISSIONER FREDERIC HUDD

New York City, October 19, 1925.—In the twelve months ending June, 1925, the total exports of the United States had a value of \$4,864,831,459, as compared with \$4,311,656,491 in the previous twelve months, according to the Monthly Summary of Foreign Commerce of the United States. Of these exports \$647,421,511 went to Canada, as compared with \$602,120,600 in the previous period. The percentage of exports to Canada in relation to the total exports of the United States was therefore 13.30 per cent for the twelve months ending June, 1925, as compared with 13.96 per cent in the previous period.

The total imports of the United States for the twelve months ending June, 1925, were \$3,824,140,139, as compared with \$3,554,036,954 in the previous period. Of the total imports \$408,059,713 came from Canada in the twelve months ending June, 1925, as compared with \$417,275,091 in the previous period. The percentage of imports from Canada in relation to the total imports of the United States was 10.67 per cent for the twelve months ending June, 1925, as compared with 11.74 per cent in the previous period. The United States favourable balance in trade with Canada in the twelve months ending June, 1925, was \$239,361,798, as compared with \$184,845,509 in the previous period.

LINES IN WHICH UNITED STATES EXPORTS TO CANADA DECREASED

Of the United States exports to Canada for the twelve months ending June, 1925, there were decreases in the following items as compared with the previous period:—

	Twelve Months ending June, 1925		Twelve Months ending June 1924	
	Quantity	Value	Quantity	Value
Pickled pork	5,391,594 lbs.	\$ 744,958	8,436,629 lbs.	\$ 927,599
Lard	9,810,743 lbs.	1,337,484	15,230,837 lbs.	1,769,168
Goat and kid upper leather	2,607,699 sq. ft.	606,282	2,481,843 sq. ft.	607,625
Boots and shoes (men and boys	61,590 prs.	170,937	94,361 prs.	238,534
Corn (grain)	4,239,042 bus.	5,251,406	8,257,917 bus.	7,220,470
Rice	7,029,780 lbs.	376,421	23,146,501 lbs.	1,024,592
Flour	65,705 bbls.	482,955	114,361 bbls.	585,571
Raisins	38,039,533 lbs.	2,610,443	34,093,277 lbs.	2,721,422
Canned fruit	9,413,330 lbs.	1,025,592	10,414,589 lbs.	1,135,248
Glucose	1,187,806 lbs.	48,809	1,958,100 lbs.	73,079
Auto tires	28,109 tires	345,698	52,244 tires	586,913
Spirits of turpentine	818,600 gals.	677,514	947,853 gals.	857,485
Tobacco	11,658,679 lbs.	3,426,966	13,156,749 lbs.	3,976,505
Unbleached cotton cloth . .	7,804,165 sq. yds.	958,352	7,912,416 sq. yds.	1,136,131
Printed cloth	4,797,988 sq. yds.	975,505	5,498,826 sq. yds.	1,110,496
Piece dyed cotton cloth . .	8,709,668 sq. yds.	1,855,846	11,482,756 sq. yds.	2,485,822
Hosiery (cotton)	368,912 doz. prs.	570,449	391,615 doz. prs.	611,637
Binder twine	25,606,897 lbs.	3,229,231	43,908,179 lbs.	4,723,675
Railroad ties	481,224 ties	673,442	638,646 ties	885,994
Douglas fir	3,147 M. ft.	92,676	12,458 M. ft.	431,430
Southern pine	21,225 M. ft.	738,698	38,137 M. ft.	1,363,483
Oak	30,807 M. ft.	2,100,802	35,940 M. ft.	2,477,115
Newsprint paper	1,108,798 lbs.	78,768	1,327,137 lbs.	104,593
Book paper	1,997,394 lbs.	245,426	1,946,899 lbs.	252,362
Bituminous coal	10,834,263 tons	47,731,830	13,151,476 tons	64,495,502
Kerosene	5,787,408 gals.	412,729	10,797,902 gals.	1,012,487
Lubricating oil	10,315,867 gals.	2,528,187	11,009,395 gals.	2,618,895
Cement (hydraulic)	12,455 bbls.	51,956	15,547 bbls.	70,057
Steel sheets	80,673,499 lbs.	3,011,557	88,790,212 lbs.	3,833,038
Tin plate	60,811,545 lbs.	3,310,810	63,699,411 lbs.	3,535,281
Railway ties	15,695 tons	655,947	51,434 tons	1,922,344
Wire and manufactures . .	24,805,534 lbs.	981,190	30,022,379 lbs.	1,255,169
Wire nails	396,488 lbs.	19,933	619,144 lbs.	32,198
Locomotives	39	301,952	79	854,479
Adding machines	2,142	268,639	2,333	286,825

LINES IN WHICH UNITED STATES EXPORTS TO CANADA DECREASED—*Con.*

	Twelve Months ending June, 1925		Twelve Months ending June, 1924	
	Quantity	Value	Quantity	Value
Typewriters.. . . .	8,003	453,094	9,394	554,660
Harvesters and binders.. . .	1,256	210,466	2,457	378,893
Pianos	1,284	271,670	1,167	299,581
Phonographs	6,363	256,956	11,587	582,193
Electric lamps	157,911	37,412	523,870	86,006

LINES IN WHICH UNITED STATES EXPORTS TO CANADA INCREASED

There were increases in United States exports to Canada in the lines indicated below:—

	Twelve Months ending June, 1925		Twelve Months ending June 1924	
	Quantity	Value	Quantity	Value
Cheese	1,334,054 lbs.	\$ 315,742	264,967 lbs.	\$ 61,833
Fish (canned salmon)	2,332,393 lbs.	254,885	1,508,920 lbs.	203,485
Upper leather (calf and whole kip)	821,095 sq. ft.	240,717	714,120 sq. ft.	213,374
Sole leather	1,812,907 lbs.	459,706	989,076 lbs.	351,046
Leather footwear (women's)	177,752 prs.	535,965	185,030 prs.	491,553
Children's footwear	30,631 prs.	17,132	18,193 prs.	16,865
Leather belting	114,701 lbs.	109,318	80,308 lbs.	96,742
Wheat	55,596,684 bus.	83,065,824	17,979,540 bus.	19,705,293
Cottonseed meal	4,229,490 lbs.	89,289	1,863,430 lbs.	45,760
Oranges	1,980,152 boxes	8,332,061	2,334,329 boxes	7,623,314
Cottonseed oil	23,714,362 lbs.	2,221,364	20,516,191 lbs.	1,936,749
Sugar, refined.. . . .	17,537,752 lbs.	936,061	13,329,323 lbs.	823,835
Shoes (rubber).. . . .	60,467 prs.	53,214	39,873 prs.	48,489
Rosin.. . . .	57,941 bbls.	715,396	57,816 bbls.	526,815
Starch	1,751,688 lbs.	89,197	1,689,143 lbs.	79,745
Cotton, unmanufactured	206,068 bales (103,426,470 lbs.)	25,299,787	150,035 bales (75,865,482 lbs.)	22,644,382
Cotton—				
Bleached	8,228,193 sq. yds.	1,016,110	8,040,523 sq. yds.	1,102,981
Yarn	1,392,162 sq. yds.	412,694	1,298,389 sq. yds.	401,759
Hosiery (silk and manufac- tures of)	48,939 doz. prs.	469,054	37,747 doz. prs.	415,278
Staves (wood).. . . .	24,870,282 staves	588,305	16,415,156 staves	489,608
Mineral oils	100,573,013 gals.	11,040,891	68,191,723 gals.	7,729,360
Gas and fuel oil	157,804,305 gals.	5,793,189	152,633,586 gals.	4,713,457
Sulphur or brimstone	124,018 tons	1,952,456	120,676 tons	1,874,857
Iron or steel sheets (galv).. .	46,741,430 lbs.	2,274,615	45,328,035 lbs.	2,239,107
Barbed wire	11,031,079 lbs.	390,700	5,533,176 lbs.	235,554
Insulated copper wire and cable.. . . .	1,159,145 lbs.	439,156	902,563 lbs.	425,754
Zinc	1,053,541 lbs.	77,392	711,463 lbs.	56,406
Sewing machines	6,517	238,519	5,866	215,330
Printing presses	269	1,102,762	246	557,151
Vehicles	1,613	2,152,446	1,373	1,962,589
Passenger cars	11,496	10,805,261	9,381	8,691,405
Motion picture films	22,288,737 lin ft.	898,195	18,974,776 lin ft.	842,402

LINES IN WHICH UNITED STATES IMPORTS FROM CANADA INCREASED

Of the United States imports from Canada for the twelve months ending June, 1925, there were increases in the lines noted as compared with the previous period:—

	Twelve Months ending June, 1925		Twelve Months ending June 1924	
	Quantity	Value	Quantity	Value
Cattle hides	37,200,529 lbs.	\$ 4,410,524	30,069,112 lbs.	\$ 2,333,893
Kip and calfskins	7,591,074 lbs.	1,424,307	7,298,846 lbs.	1,329,942
Sheep and lamb skins	2,039,042 lbs.	532,696	1,462,469 lbs.	337,911
Crude rubber	284,970 lbs.	60,157	98,552 lbs.	22,754
Wool (clothing)	1,328,745 lbs.	529,096	1,145,330 lbs.	383,034
Woodpulp (sulphite)	352,662 tons	23,008,046	306,057 tons	21,230,512
Printing paper.. . . .	2,489,452,910 lbs.	91,995,171	2,345,606,820 lbs.	90,259,245
Copper ore	36,494,079 lbs.	4,521,621	33,450,444 lbs.	4,253,598

LINES IN WHICH UNITED STATES IMPORTS FROM CANADA DECREASED

Of the United States imports from Canada for the twelve months ending June, 1925, there were decreases in the lines noted as compared with the previous period:—

	Twelve Months ending June, 1925		Twelve Months ending June 1924	
	Quantity	Value	Quantity	Value
Sulphate pulp (unbleached)	121,992 tons	\$ 7,753,356	133,448 tons	\$ 8,791,823
Bituminous coal	319,920 tons	1,717,651	457,059 tons	2,609,977
Copper, unrefined	44,733,429 lbs.	5,951,225	49,849,035 lbs.	6,623,715
Flax, unmanufactured	499 tons	151,905	1,292 tons	144,646
Wool (combing)	4,357,052 lbs.	1,919,082	4,857,552 lbs.	1,560,696

EXPORTS AND IMPORTS OF GOLD AND SILVER

United States exports of gold to Canada for the twelve months ending June, 1925, were \$4,811,991, as compared with \$1,849,773 in the previous period. United States imports of gold from Canada for the period were \$31,288,037, as compared with \$44,204,261.

United States exports of silver to Canada for the twelve months ending June, 1925, were \$1,704,613, as compared with \$1,637,370. United States imports of silver from Canada in the period were \$8,275,734, as compared with \$6,587,577.

THE FOREIGN TRADE OF MEXICO

TRADE COMMISSIONER C. NOEL WILDE

XII

Exports

[Former reports of this series have been published as follows: General Course of Trade (No. 1120); Imports of Animal Materials (No. 1121); Vegetable Materials (No. 1122); Mineral Materials (No. 1123); Textiles (No. 1124); Drugs and Chemical Products (No. 1125); Beverages (No. 1128); Paper and Paper Products (No. 1131); Machinery and Apparatus and Vehicles (No. 1132); Arms and Explosives (No. 1133); Sundry Imports (No. 1134). All values are given in Mexican pesos, the par value of the peso being equal to 49.85 cents Canadian currency. Where weights are given in tons, the metric ton of 2,204.6 pounds is referred to.]

A review of the foreign trade of Mexico necessitates reference, however brief, to the nature and destination of the exports, together with some indication of their tendency to increase or decrease during recent years. Such details, while of minor interest to the Canadian exporter, form a valuable means of ascertaining the general direction in which the country is developing, and in addition may suggest to manufacturers and others the possibility of obtaining supplies of raw material from a source which has hitherto not been considered.

GENERAL STATISTICS

The value of the exports of Mexico for the three typical years previously adopted for purposes of comparison was as follows: 1910-11, \$293,753,639; 1919, \$393,790,000; 1924, \$614,712,515.

These exports, classified under main groups, show the following result:—

	1910-11	1919	1924
Gold..	\$62,090,505	\$ 6,200,451	\$ 11,126,765
Silver..	80,867,861	118,497,360	111,033,550
Other metals..	36,225,623	63,042,850	94,123,779
Combustibles and derivatives..	179,932	63,346,819	293,350,613
Sundry mineral products..	642,044	234,806	667,067
Vegetable products..	91,267,202	121,457,290	96,120,816
Animal products..	16,802,140	15,330,815	4,982,500
All other..	5,678,332	5,679,609	3,307,425
	<u>\$293,753,639</u>	<u>\$393,790,000</u>	<u>\$614,712,515</u>

The countries of destination were as follows:—

	1910-11	1919	1924
Europe—			
Germany..	\$ 8,708,343	\$	\$ 17,534,442
Belgium..	7,361,583	36	5,385,150
Great Britain..	35,882,352	21,998,146	34,611,318
France..	9,309,878	3,335,992	8,390,815
Other European..	2,034,386	1,933,169	13,257,727
Asia..	40,012	110,826	98,850
North America—			
United States..	224,498,386	353,130,667	493,223,883
Canada..	1,835,724	756,033	3,435,790
Central America..	1,802,770	2,161,180	5,781,356
South America..	69,374	6,826,238	16,352,727
West Indies, etc.—			
Cuba..	2,204,371	3,379,803	16,114,341
Other..	6,460	11,531	105,411
Oceania.. . . . .	.....	.....	137,400
Africa.. . . . .	.....	146,379	293,305
	<u>\$293,753,639</u>	<u>\$393,790,000</u>	<u>\$614,712,515</u>

A comparison of the above two tables will at once indicate the reason for the great increase in Mexico's export trade during the past fifteen years; these are, in the first place, the development of her mineral and oil deposits, and, secondly, the demand from the United States for the products of these industries. A further fact worthy of mention is that the United States has always taken practically 80 per cent of Mexico's exports; Great Britain has taken from $5\frac{1}{2}$ to 6 per cent; while no other country has reached 3 per cent of the total. This need not be an occasion for surprise, and is fully accounted for by the economic conditions imposed by geography and facilities for communication.

Gold.—Mexico is a large producer of gold, and at present occupies fourth place among the countries of the world as a source of supply, being exceeded only by South Africa (55 per cent), the United States (14 per cent), and Canada (7 per cent). Practically the whole of the gold at present leaving the country goes to the United States, although Germany, Great Britain, and Holland took small quantities during the year 1924. Approximately one-third of the total production is exported, the remaining two-thirds being retained for currency purposes. Of the total production, about 30 per cent is provided by one mine in the State of Mexico. It is probable that the gold production will increase as the development of the country proceeds.

Silver.—As is well known, Mexico is the largest producer of silver in the world; during the years 1913 to 1918 inclusive, however, production fell off owing to internal difficulties, and her place was then taken by the United States. At present, 88 per cent of the total production of silver in Mexico is exported, the remainder being used for coinage purposes. The output is increasing, and all indications point to a continuance of the present prosperity.

Other Metals.—This item comprises a large number of minerals such as lead, copper and zinc, of which production and export are rapidly on the increase. The following represents the total output (in tons) for the year 1924 of the principal metals: lead, 164,140; copper, 49,052; zinc, 18,936; mercury, 36; antimony, 774; arsenic, 1,293; graphite, 8,023.

Combustibles and Derivatives.—With the exception of a few thousand pesos for coal, the whole of this item represents the products of the petroleum industry, which has had a phenomenal development during recent years. The industry may be said to have started in 1901, when 10,345 barrels were produced; this rapidly increased until the maximum was reached in 1921 with a production of 193,397,587 barrels. Since then there has been a slight reduction, but Mexico still retains its position as second in importance as a source of petroleum, providing some 15 per cent of the total world supply. The capital invested is estimated to be \$1,065,500,000, of which probably \$600,000,000 is American and nearly \$400,000,000 British.

Sundry Mineral Products.—This group comprises mineral earths and non-metallie minerals. Until recent years, sulphur formed an important article of export under this head (4,931 tons in 1910-11), but this business has now entirely ceased, although valuable deposits of the crude material are known to exist. Marble and salt are exported to a small extent, but with the possible exception of the last named, none of the items are of interest to Canadian importers.

Vegetable Products.—There are many items in this group which are worthy of attention by Canadian importers. The following are the most important, the figures being for the year 1924:—

	Tons	Value.
Henequen..	99,052	\$21,111,680
Cotton..	15,807	16,746,763
Coffee..	18,026	15,146,785
Tomatoes..	26,337	7,147,438
Chickpeas..	33,862	5,276,958
Sugar..	16,769	5,125,936
Fibres other than Henequen..	21,217	4,279,280
Zacaton (broom corn)..	4,097	3,735,316
Chicle..	1,873	3,138,752
Cotton seed..	41,592	2,917,514
Vanilla..	94	1,969,664
Bananas (bunches)..	2,239,325	1,881,221
Hardwoods..	100,000	1,316,919
Beans..	6,235	1,100,627
Sundry.. . . . .	.....	5,225,963

\$96,120,816

Henequen (or *Sisal*, as it is also called) forms the staple, and in fact, the only crop of the State of Yucatán; it is the raw material for binder twine and certain kinds of rope, and practically the whole of the crop is exported to the United States and France.

Cotton is produced in Mexico, in the district surrounding the City of Torreón, and in Lower California; the statistics are somewhat misleading, as cotton is frequently passed through the United States from Lower California to local mills on account of difficulty in communication by more direct routes.

Coffee is grown in and exported from Mexico in large quantities, and the quality ranks with that of Costa Rica and Jamaica; its principal markets are found in the United States and Germany.

Tomatoes are grown on the West Coast, and are in demand from January onwards to supply the markets of the United States, before the domestic crop has ripened.

Chickpeas (*Garbanzo*) are practically unknown in Canada, but form a valuable article of diet among Spanish-speaking countries, and are exported from Mexico to Spain and Cuba.

Sugar both refined and crude, is exported to the United States; the business is capable of great development, but has fallen off in recent years owing to internal causes.

Fibres (Other Than Henequen) consist of a numerous class of products required in the manufacture of brushes, ropes, etc.; this business also is capable of increase.

Zacaton is used in the manufacture of brushes and brooms; the exports have doubled within the past five years, and are sent to the United States, Germany, France and Italy.

Chicle is the raw material for the manufacture of chewing gum.

Cotton Seed and Vanilla are exported to the United States.

Bananas are produced in large quantities, but the export trade has not yet expanded to the full extent of its possibilities.

Hardwoods are found in the coast region of Mexico, and in many cases are of great value and beauty; their production in the form of merchantable timber, however, is not yet properly organized.

Beans (Frijoles) form one of the staple articles of food in Mexico, and are exported to the United States.

Among the sundry items may be mentioned lemons (\$56,586), oranges (\$17,420), nuts (\$401,018), rice (\$197,731) and rubber (Guayule) (\$950,330).

Animal Products.—The decrease in recent years is accounted for by the destruction of live stock during the revolutionary period. Whereas Mexico formerly maintained vast herds of cattle, goats, horses and other animals, which formed the basis of a large and remunerative trade, she has now barely enough for her own requirements, and with the exception of hides, export has practically ceased.

Sundry Products.—This group comprises about ninety items, few of which are of interest to Canadian importers.

GENERAL REMARKS

It is obvious to all who have spent any time travelling in Mexico that the development of its natural resources, and therefore its export trade, is still in the earliest stages; in fact, with the exception of the oil and mining industries, it may be said with truth that the surface has not yet been scratched. Mexico possesses large areas of rich land, and variations in altitude render it possible to raise all crops of the tropic and temperate zones. Valuable timbers exist in coastal regions; there are extensive deposits of minerals awaiting exploitation, and the fisheries are still practically undeveloped.

At the same time, it is rarely possible for a foreigner to develop a trade in the natural products of Mexico without first paying a visit to the country and making a personal investigation of the conditions under which any particular product is obtainable. Many of the principal items of export are in the hands of a limited number of firms or individuals, and the fact that the trade is conducted on a large scale does not indicate that supplies are readily obtainable by new customers.

Before visiting the country, however, it would be desirable to obtain as much information as possible of a preliminary nature, and the proper sources of such information are the Mexican legations and consulates situated in foreign countries; in cases where these are not readily accessible, recourse may be had by Canadians to the services of the Canadian Trade Commissioner in Mexico City.

TIMBER TRADE OF CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, September 4, 1925.—Despite the prevailing unsettled conditions in all lines of industry throughout China there appears to be an optimistic tone in so far as the lumber trade is concerned, due chiefly to the heavy construction programme that is being undertaken in the main outports. This year's building programme is likely to be the largest in many years, some of the large traders estimating the increased activity to be about 50 per cent over 1924. One of the chief means for judging the activity in the building trade is from the consumption of lime, which to date this year is over 40 per cent greater than last year, and though stocks of lumber are still in excess of requirements, hope is entertained of the market returning to normal within the next two months.

Shanghai alone imported approximately 150,000,000 feet of Douglas fir in 1924 and stocks in the early spring, held by importers and Chinese dealers, averaged between 70,000,000 and 80,000,000 feet. Quotations at that time were considerably below replacement cost, standing at an average of 40 and 42 taels per 1,000 feet ex yard (1 tael equals, say, 74 cents Canadian currency).

In January, Douglas fir was imported to the extent of 1,680,000 feet, a decided reduction on the average monthly imports of the past year, but in February the import trade improved, when 2,500,000 superficial feet of Douglas fir and about 80,000 board feet of flooring were brought in. The offtake during the first quarter of the year has been somewhat small, but now shows a fair improvement, as is shown by the imports in March, which total 4,700,000 feet, with prices remaining from 40 to 45 taels. There was some activity in sleepers at the beginning of the second quarter of the year as a result of the supplies of Douglas fir sleepers bought through the Peking syndicate for the Taoching railway, and by the Mukden-Shanghai-kwan railway, who purchased some 27,000; while the Pientsin-Pukow and Lunghai railways purchased considerable quantities of Japanese oak for the same purpose. This latter type of sleeper, however, appears to be falling into disfavour due to the excessive porosity of Japanese oak, which owing to the fact that it was readily obtainable from a nearby source obtained a good place in the market during periods when supplies from other sources were subject to delays.

Shanghai as an import centre appears to be attracting considerable attention from the exploiters of new timber resources. Russia has been making strenuous efforts to market lumber in China, and though arrivals have been sporadic the quantity of Siberian lumber coming into the Shanghai market is assuming considerable proportions. One company has also been extremely active in the past few months and larger quantities of their hardwoods are arriving continually. This corporation has only turned its attention to China in the last two years, and now possesses complete manufacturing facilities in Shanghai for all classes of flooring, including planks for joinery, etc., and is using the latest methods for seasoning. These woods are of high-grade material for flooring and interior decoration and trim, meet all demands of the Chinese builders imposed upon them by climatic conditions are successfully competing with teak and mahogany, and are now selling in direct price competition with the Philippine hardwoods, to which they are superior.

On the other hand, the majority of construction work in China, particularly in the interior, is cheap. "Sitka spruce" is at present practically unknown, but the opinion was expressed by one of the more important firms who are at present importing and manufacturing a hardwood for all types of interior finish, that British Columbia spruce would form an excellent adjunct to their construction trade. They would, however, prefer to handle on an exclusive basis

the production of two or three of the larger British Columbia producers, importing the rough-dressed lumber to be manufactured as required in China. This is the soundest method, owing to the cheapness of labour and power and the fact that small quantities are required by a large number of dealers scattered over a wide area.

Details regarding the firm mentioned and their requirements are available on application to the Department of Trade and Commerce, Ottawa (quoting file No. 12446).

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

ADVERTISING

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature, and its probable cost.

GENERAL

4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.
- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (e) The proportion of output which is available for export, time required to ship from receipt of order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

EXPORT OF DAIRY PRODUCE FROM NEW ZEALAND

J. NEILL, ASSISTANT TO TRADE COMMISSIONER

Auckland, September 21, 1925.—In *Commercial Intelligence Journal* No. 1093 (January 10, 1925) a statement was published to the effect that the export of dairy produce from New Zealand was prohibited from November 22, 1924, unless a license was issued by the Minister of Agriculture. Under date of September 3, 1925, an Order in Council has been issued by the New Zealand Government revoking the previous Order in Council and stating that the export of butter and cheese from New Zealand to any port on the east coast of North America or any port in Great Britain or the Continent of Europe (between Bordeaux and Hamburg, both inclusive) is prohibited, save in accordance with a license to be issued by the Minister of Agriculture, and unless such goods are insured under a marine policy held and arranged by the Dairy Produce Export Control Board. This Order in Council took effect from August 31, 1925, and is to operate until August 31, 1926.

PATENT AND TRADE MARK REGULATIONS IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

PATENTS

Brussels, October 2, 1925.—In Belgium patents are granted without preliminary examination, at the risk of the applicant, and without prejudice to the rights of third parties.

Belgium is a party to the International Convention for the Protection of Industrial Property. Canadians are thus entitled to obtain a valid Belgian patent for an invention for which a patent application has been filed by them or their assignors in Canada, provided the application in Belgium be filed within one year from the date of the earliest application abroad.

Belgian patents are granted under three names, viz: Patents of Invention, Patents of Improvement, and Patents of Importation (for inventions which have already been patented abroad on applications filed more than one year prior to the date of filing in Belgium). Patents of Importation give the same rights as Patents of Invention, but they are invalidated by any public use of the invention in Belgium or by any printed publication of the invention (other than official publications such as printed letters patent) prior to the date of application in Belgium. The term of a Patent of Invention is twenty years. Fees are payable each year, such fees increasing from 25 francs on the second year to 400 francs on the twentieth. Patents of Improvement lapse with the main patent to which they are related. No annual fees are due on such patents, when (as is usually the case) they stand in the same name as the main patent. Patents of Importation are limited to the unexpired term of the patent of longest duration granted abroad for the same invention, and in no case can their duration exceed twenty years. Annual fees are the same as on Patents of Invention.

The owner of a Belgian patent should use his invention in Belgium within one year after its employment abroad, although, when the patentee is a national of a country adhering to the International Convention, a period of three years may elapse. The use must not be discontinued for any period of twelve consecutive months. Failure to comply with these requirements may entail the revocation of the patent on application by any interested party.

Foreigners domiciled abroad should file their application through some one who has a permanent domicile in Belgium (usually the representative in Belgium or a Belgian patent agent). A list of reliable patent agents is on file at

the Department of Trade and Commerce, Ottawa. This representative or agent is appointed by power of attorney. Applications filed under the International Convention should mention the date of the earliest foreign application, and applications for Patents of Invention should mention the date. A summary of the requirements for filling in a patent application for Belgium, with forms of authorization, may be obtained on application to the Department of Trade and Commerce, Ottawa (quote file No. 27918).

DESIGNS

The registration of a Belgian design or model only gives protection to the exterior form of the object. There must not have been public use of the article prior to the date of filing. Under the International Convention, priority can be derived from a foreign application in a country adhering to said Convention, provided the application be filed in Belgium within four months from the earliest application abroad.

The procedure is the same as for patents, except that specifications are not required, two specimens or drawings being required in this case.

TRADE MARKS

The first person or firm who has made use of a mark is alone entitled to register it in Belgium. It is only after such registration has been effected, however, that the owner of the mark can claim exclusive use and stop infringements thereof, unless the defendant can prove that he is the first user of the mark.

Foreigners established in Belgium have the same rights as Belgians. This is also true of foreigners established abroad, provided their mark has been registered in the home country prior to the application for registration in Belgium. Under the International Convention, priority can be derived from a foreign registration in a country adhering to said Convention, provided the application be filed in Belgium within four months from the earliest application abroad. All marks registered in Belgium are published by the Government about six months after the registration, in a "repertoire" of trade marks. The protection afforded by a trade mark is unlimited (no renewal fees being due), provided the use of the mark is not discontinued for a long period of time.

Trade marks cannot be transferred or assigned except with the whole business of which it serves to distinguish the products.

The actual steps to be taken by a Canadian desiring to register a trade mark in Belgium are similar to those called for in the case of patents, except that specifications and drawings are unnecessary, being replaced by one electro and five prints of the mark and a list of goods in respect of which the mark is registered in Canada. The electro should not be larger than 8 by 10 centimetres. The form of the power of attorney, with certain necessary verbal changes, should be the same as for patents.

USUAL FEES OF PATENT AGENTS

The usual schedule of fees charged by the patent agents in Belgium is as follows:—

Application for patent, including first year's tax	\$10.00
Translation and copies of specification, per 100 words	75
Filing authorization to assignee	2.50
Application for trade mark registration (including tax for the whole term)	15.00
Application for design registration (including tax for the whole term)	10.00
Claiming priority under International Convention	2.00

The above charges include all services up to obtaining and forwarding the letters patent or certificates of registration as the case may be.

CUSTOMS TREATMENT OF SAMPLES IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, October 10, 1925.—Goods subject to duty when imported as samples may be admitted on payment of the duty which will be refunded if, and when, the goods are re-exported or re-bonded. Generally speaking, any goods may be admitted as samples if they can be identified for re-export and if the quantity is not greater than that usually required for sample purposes.

To enter the goods a declaration must be signed which should give an exact description of the samples with all details necessary to establish the duty on each object and to aid in establishing their identity when re-exported. To this end the Canadian exporter should furnish the importer with a detailed description of the samples in duplicate, care being taken that this invoice should arrive well before the samples.

The Customs Department will issue an "entry permit" against the temporary deposit of duty, which document is good for six months and may be extended for a further six months or more if sufficient reasons are advanced.

Entries are usually made on behalf of the importers by local customs brokers and may be made at the principal ports of the country, but for Canadian shipments Antwerp and Brussels are usually the most convenient from a shipping point of view.

PROPOSED POLISH TARIFF CHANGES

TRADE COMMISSIONER L. D. WILGESS

[NOTE.—*Par value of zloty = .1930 cents, Canadian currency; quoted October 22, 1925 = .1672 cents, Canadian currency.*]

Hamburg, October 8, 1925.—The Polish Tariff Committee has examined the recommendations of the sub-commission appointed for revising the Polish tariff and has accepted their recommendations. The Polish Government is not bound to adopt these conclusions, and other tariff changes may be introduced.

The following are the most important changes in duty recommended by the Tariff Committee:—

The duties for grain to be increased from 3.50 zloty to 7 zloty per 100 kg.; the duty on wheat flour also to be increased 100 per cent; for tobacco and tobacco products an increase of 800 per cent is recommended; the duties on sugar, vinegar, bacon, butter, fish and smoked herrings to be increased 50 per cent; for margarine there is recommended an increase of 100 per cent; for horses a duty of 200 zloty is to be imposed: leather under tariff item 55 sections 1 to 3 to be increased 50 per cent, sections 6 to 11 25 per cent; shoes weighing from 1,200 to 2,000 grammes to be increased in duty 25 per cent, those weighing from 900 to 1,000 grammes 50 per cent, and those from 600 to 900 grammes, as well as light shoes and high-quality shoes, 100 per cent; those weighing 600 grammes and under, 80 per cent; children's shoes to bear the same duty as before; soft rubber and hard rubber to undergo an increase in duty of 100 to 370 per cent; rubber substitutes will be dutiable at the rate of 570 zloty per 100 kg.; salts which formerly have been free from duty will bear a duty of 1.20 zloty; chemicals will be increased on the average of about 50 per cent; vegetable oils, on the other hand, will undergo a reduction of 80 per cent; varnishes will be increased in duty 100 per cent; colours from 50 to 100 per cent; ores which formerly have been free of duty will carry a duty of 1 zloty per 100 kg.: the duty on raw iron will be increased 100 per cent; locks, 100 per cent; machine tools, 50 per cent; machines, on an average 25 per cent; and power vehicles, 100 per cent.

The average increase in duty for most goods is around 50 per cent, but taken with those items which are to undergo no increase in duty it may be said that the average increase in the rate of duty is 25 per cent. The object of the increase is chiefly to compensate for the depreciation in the foreign exchange value of the zloty.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077). Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of Closing	Particulars
38990	Dec. 9, 1925	Supply and delivery of locomotive crank pin grading and quartering machine, including all necessary equipment, as specified.
39002	Dec. 9, 1925	Supply and delivery of friction disc sawing machine, including motor, spare disc saw, tools and accessories, as specified.
39003	Dec. 9, 1925	Supply and delivery of quantities of fibre angles, channels, tubing, and washers for insulations, to drawings and as specified.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
OCTOBER 26, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 26, 1925. Those for the week ending October 19, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		October 19, 1925	October 26, 1925
Britain	1.00	\$4.86	\$4.8412
Czecho-Slovakia	1.	.203	.0296
France	1.	.193	.0442
Italy	1.	.193	.0399
Holland	1.	.402	.4019
Belgium	1.	.193	.0456
Spain	1.	.193	.1436
Portugal	1.	1.08	.0515
Switzerland	1.	.193	.1926
Germany.. .. .	1.	.238	.2381
Greece	1.	.193	.0135
Norway.. .. .	1.	.268	.2045
Sweden.. .. .	1.	.268	.2677
Denmark	1.	.268	.2510
Japan	1.	.498	.4150
India	1.	2s.	.3685
United States	1.	\$1.00	1.0000
Mexico.. .. .	1.	.498	.4915
Argentina	1.	.424	.4125
Brazil	1.	.324	.1443
Roumania	1.	.193	.....
Jamaica	1.	4.86	4.8187
British Guiana	1.	1.	.....
Barbados.. .. .	1.	1.	.....
Trinidad	1.	1.	.....
Dominica	1.	1.	.....
St. Kitts	1.	1.	.....
Grenada.. .. .	1.	1.	.....
St. Vincent.. .. .	1.	1.	.....
Tobago	1.	1.	.....
Shanghai, China.. .. .	1.	.708	.7925
Batavia, Java	1.	.402	.4050
Peru.. .. .	1.	4.86½	4.0000
Singapore, Straits Settlements .. \$	1.	.567	.5700

CATALOGUES FOR OVERSEAS

It must be confessed, says the *London Times Trade Supplement*, that British manufacturers and merchants leave something to be desired in the matter of their catalogues for foreign customers. Of course, it is obvious that unless a firm has a sufficiently large business in a foreign country to justify the expense, a special catalogue printed in the language there used is unnecessary, and only the largest firms can afford to have special catalogues in a large number of languages for circulation abroad. But that fact is no excuse for inferior work. If the present extent or future prospects of trade in a market are sufficiently important to justify the publication of a special catalogue, every effort should be made to see that it is as perfect as it is possible to make it. Good translation, good printing, good paper, up-to-date quotations, and considerable ability on the part of the compiler are all necessary if the best results are to be obtained. To send out an inferior catalogue is more short-sighted than sending out a shabby and ill-informed traveller. You can recall the traveller, but when the catalogue leaves the house it is gone beyond control and may continue to neutralize all efforts to establish the reputation of the firm for an unconscionable time.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHEERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1417. FLOUR.—Samples and prices c.i.f. Bangkok and full particulars from millers only. Business should amount to 2,000 barrels a year.

1418. CHEESE.—Belfast firm are open to accept agency from Canadian producers of large cheese, Brockville, or other finest Canadian make.

1419. LOAF CHEESE.—Belfast importer of good standing wishes to get in touch with Canadian manufacturer of loaf cheese not already represented.

1420. APPLES.—Bangkok ice plant desires a consignment shipment of British Columbia apples, ten cases, similar to Australian "Granny Smith," size $2\frac{1}{2}$ inches, in order to test shipment from Canada. Price c.i.f., 17 cents per pound.

1421. DRIED FRUITS.—An English firm in Hamburg, Germany, desire to get in touch with Canadian exporters of dried and evaporated fruits.

1422. CANNED FRUITS.—An English firm in Hamburg, Germany, desire to get in touch with Canadian exporters.

1423. CODFISH.—Bangkok, Siam, ice plant desires prices c.i.f. Bangkok on dried salted codfish.

1424, 1425, 1426. CHUM SALMON.—Three firms in Bangkok, Siam, desire Chum salmon, low grade only, at cheapest prices.

1427. CHUM SALMON.—Leading Chinese provision store in Bangkok, Siam, desire c.i.f. quotations and labels of cheap Chum salmon.

1428. CANNED FISH.—An English firm in Hamburg, Germany, are interested in the importation of Canadian canned salmon and sardines and other fish, and would like to get in touch with reliable Canadian exporters.

1429. CANNED GOODS.—An Edinburgh firm of importers of high-class food products would be glad to have offers of Canadian canned goods of first-class quality.

1430. HONEY.—An Edinburgh firm of importers of high-class food products would be glad to have offers of honey either in bulk or in sections.

1431. MILK POWDER.—Glasgow firm of high standing desire to get in direct touch with Canadian manufacturers of milk powder.

1432. CANNED GOODS.—Glasgow firm of high standing desire to get in direct touch with Canadian packers of canned fruits, fish, and vegetables.

1433. CANNED GOODS, ETC.—An important French concern wish to obtain the exclusive agency of Canadian exporters of canned goods, milk, salmon, granulated sugar, honey, beeswax, Canadian cheese.

1434. DAIRY PRODUCTS, GROCERIES, AND POTATOES.—A foodstuffs broker in Havana, Cuba, desires to hear from Canadian exporters of dairy products, groceries, and potatoes.

1435. POTATOES.—Bangkok, Siam, ice plant desire c.i.f. prices Bangkok.

1434. CHOCOLATES.—Leading provision firm in Bangkok desire chocolates of high-class quality suitable for oriental climate. Selection of covers and tasting samples should be sent, price list and full particulars.

Miscellaneous

1437. WHEAT.—A reliable import house which has had many years' experience in Japan is desirous of getting in touch with Canadian exporters of wheat. Firms interested are requested to communicate at once with this firm.

1438. CHEMICALS.—A London firm which claims twenty years' experience in the business are desirous of effecting a connection with Canadian manufacturers of chemicals who are in a position to export at competitive prices to the United Kingdom and European countries. The firm are prepared either to purchase outright or to act on a commission basis.

1439. PHARMACEUTICAL PRODUCTS.—Argentine importer wishes to receive quotations from Canadian manufacturers of pharmaceutical products and light chemicals. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1440. GLUE.—Argentine manufacturers' agent wishes to receive samples and c.i.f. quotations from Canadian manufacturers of carpenters' glue. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1441. COTTON THREAD.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of cotton thread. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1442. SILK AND ARTIFICIAL SILK HOSIERY.—The director of a London firm of hosiery manufacturers, who is visiting the United States shortly, proposes extending his trip to Canada with the object of calling on Canadian manufacturers of silk and artificial silk hosiery who seek an outlet in the United Kingdom.

1443. SILK HOSIERY.—A London manufacturers' agent proposes sailing for Canada about the middle of November in the endeavour to secure the representation of a Canadian manufacturer of pure silk hosiery. The article required is a spring needle, pure silk women's hose, having a silk panel of at least 19 inches to 20 inches, mock-seamed and mock-fashioned, at prices ranging from 27s. to 36s. delivered London, all charges paid except customs duty. It would facilitate matters if any Canadian manufacturer wishing to negotiate would reply to the inquirer at once.

1444. SILK YARNS.—Argentine manufacturers' agent wishes to receive samples and quotations from Canadian manufacturers of silk yarns. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1445. KRAFT PAPER.—Paper importer in Bangkok desires samples and prices c.i.f. Bangkok of kraft paper.

1446. NEWSPRINT.—Importer in Bangkok desires newsprint 24 inches by 30 inches, 27 pounds, 500 sheets. Competitive price c.i.f. Bangkok 4 cents (gold) per pound.

1447. NEWSPRINT ANNUAL CONTRACTS.—Paper importer in Bangkok, Siam, desires c.i.f. prices and samples of newsprint: 31 inches by 43 inches, 34 pounds, annual demand 150 tons, to be shipped in twelve monthly lots; 31 inches by 43 inches, 39 pounds, annual contract 24 tons in twelve lots; 31 inches by 43 inches, 41 pounds, annual contract 60 tons in twelve lots; 34 inches by 45 inches, 60 pounds, 12 tons per annum; 24 inches by 36 inches, 26 pounds, 240 tons in twelve monthly lots; reels 23 inches wide and 5,000 yards per reel with 3-inch core, 76 tons per year. Sample of newsprint desired on file with the Department. Counter samples and full particulars should be forwarded if importer accepts any cabled prices.

1448. NEWSPAPER, UNGLAZED.—Leading firm in Bangkok desires prices c.i.f. per ton of 2,240 English pounds for unglazed newspaper; 100 reels required. Weight 29½ pounds for 500 sheets 24 inches by 36 inches, width 23 inches, 5,000 yards per reel, with 3-inch wooden core.

1449. BARBER'S SHOP SUPPLIES.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1450. AUTOMOBILE LAMPS.—Catalogues and price lists desired by technical importer in Bangkok, Siam.

1451. MOTORS.—Catalogues desired by technical importer in Bangkok of small kerosene motors with electric dynamo (direct current 100-volt).

1452. TRACTORS.—Crude oil and kerosene only, caterpillar, 20 to 60 h.p. Catalogues wanted by technical importer in Bangkok from competitive manufacturers. For 40-h.p. caterpillar a competitive price is 2,200 to 2,400 ticals (from \$825 to \$925).

1453. WATER PUMPS.—Light, small and cheap, connected with crude oil or kerosene motors. Catalogues desired by technical importer in Bangkok.

1454. CIRCULAR SAWS.—Large in size, with steel teeth, to cut teak, etc. Catalogues and c.i.f. price lists desired by technical importer in Bangkok.

1455. SAWS.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of hand saws. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1456. LEAD, ZINC, NICKEL, ALUMINUM.—An Osaka importer is desirous of getting in touch with a Canadian exporter of the above.

1457. FLAT UNGLAZED WHITE NEWSPRINT.—Weight 26 pounds for 500 sheets 23 inches by 33 inches; 500 sheets to a ream; 500 reams desired. Samples and c.i.f. Bangkok prices per ton of 2,240 pounds requested.

1458. FLAT UNGLAZED WHITE NEWSPRINT.—500 reams, weight 28 pounds for 500 sheets 24 inches by 36 inches; 500 sheets to a ream. Samples and c.i.f. Bangkok prices per ton of 2,240 pounds desired.

1459. FLAT UNGLAZED WHITE NEWSPRINT.—1,000 reams; weight 22 pounds for 500 sheets 20 inches by 30 inches; 500 sheets per ream. C.i.f. Bangkok prices per ton of 2,240 tons desired.

1460. GLAZED WHITE PRINTING.—Flat, 500 reams, weight 25 pounds for 500 sheets 20 inches by 25 inches; 500 sheets per ream. C.i.f. prices Bangkok and samples desired per ton of 2,240 pounds.

1461. GLAZED WOODFREE PRINTING.—Flat, 500 reams, weight 30 pounds for 500 sheets 20 inches by 25 inches; 500 sheets per ream. C.i.f. prices Bangkok per ton of 2,240 pounds desired with samples.

1462. GREASE-PROOF PAPER.—Cold storage plant in Bangkok want c.i.f. prices as per sample on file with Department; also unprinted in various sizes.

1463. GREASE-PROOF PAPER.—Importer in Bangkok desires samples of grease-proof paper and c.i.f. prices Bangkok.

1464. PAPER (CREAM COATED).—Paper importer in Bangkok desires samples and prices c.i.f. Bangkok for above; size, 20 inches by 30 inches in weights 45 and 50 pounds, 500 sheets per ream.

1465. PAPERS (TISSUE).—Importer in Bangkok desires samples of above and prices c.i.f. Bangkok.

1466. PAPER (COLOURED).—Importer in Bangkok desires counter samples and c.i.f. prices Bangkok. Samples on file with Department.

1467. HIGH-GRADE WRITING PAPER.—A reliable importer located in Osaka is interested in receiving prices, etc., for this line.

1468. STATIONERY, ETC.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of stationery and office desk supplies. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1469. SHOE FINDINGS.—Will Canadian firms interested in shoe findings such as shoe hooks and eyelets, shoe pegs, shoe canvas, shoe ink, etc., communicate with a firm in Yokohama who are anxious to secure good connections in Canada.

1470. LEATHER.—A Yokohama import house desires to get in touch with Canadian exporters of leather of all kinds.

1471. LEATHER.—A company of good standing in Bucharest, Roumania, wish to be placed in correspondence with Canadian manufacturers of sole and upper leather in a position to offer supplies for export.

1472. ASBESTOS.—A reliable firm in Osaka, having had twenty-five years' business experience in Japan and acting as Japan representative for a number of leading firms in various parts of the world, are desirous of getting in touch with Canadian firms.

1473. ASBESTOS SHEETS.—A firm in Hamburg, Germany, wish to secure quotations from Canadian manufacturers of asbestos high-pressure sheets, cheapest quality, for export to Japan.

1474. PACKING MATERIALS.—An important English company, who manufacture on a large scale, are extensive buyers of packing materials of various kinds. Supplies include wooden box shooks; fibreboard cases; kraft, writing and printing papers; and wire nails. The company has intimated its willingness to consider offers from Canadian manufacturers when in the market.

1475. LUMBER.—An important firm in Osaka are desirous of getting in touch with a reliable exporting house in Canada with a view to handling above. This firm are interested in doing business on a fixed commission.

1476. BOX SHOOKS.—A Belfast firm desire to get in touch with Canadian exporters of box shooks.

1477. OPTICAL GOODS.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of optical goods. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1478. CRYSTALWARE.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of crystalware. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1479. ELECTRICAL FITTINGS.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of electrical fittings. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1480. CARRIAGE BOLTS.—An established Liverpool iron merchant wishes quotations on black cup square carriage bolts in lengths of $\frac{3}{4}$ inch and 12 inches with diameters from $\frac{1}{4}$ inch to $\frac{1}{2}$ inch. Quotations to be c.i.f. Liverpool. Purchases usually made in 2,500 gross lots.

1481. FURNITURE CASTERS.—A firm of manufacturers' and indent agents in New Zealand would like to get in touch with manufacturers.

1482. CLOTHES WRINGERS.—A firm of manufacturers' representatives in New Zealand wish to receive prices and catalogues of clothes wringers with a view to representing the makers in this dominion.

1483. SODA FOUNTAIN AND ACCESSORIES.—Leading provision firm in Bangkok desire catalogues of above.

1484. IRON AND STEEL PRODUCTS.—A firm of hardware merchants in Southampton, England, are ready to consider Canadian offers when purchasing the following supplies: iron and steel products, wrought iron tubes, wire nails, bolts and nuts, tools; also washboards and chair seats.

1485. WIRE CLOTH.—Technical importer in Bangkok desires catalogues, price lists, and samples of wire cloth; meshes 11 by 12, 12 by 12, and 12 by 13 per lineal inch as samples filed with Department. Birmingham gauge 21, 22, and 24 respectively. Average c.i.f. price 15 and 16 cents.

1486. WIRE.—An important Liverpool merchant wishes to get in touch with Canadian manufacturers of Nos. 6-, 7- and 8-gauge galvanized wire. Also interested in barbed wire fencing.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Nov. 7; Antonia, Nov. 14; Ausonia, Nov. 21—all Cunard Line.

To LIVERPOOL.—Doric, Nov. 7; Megantic, Nov. 14; Regina, Nov. 21; Canada, Nov. 27—all White Star-Dominion; Aurania, Anchor-Donaldson, Nov. 13; Montrose, Nov. 6; Montcalm, Nov. 13—both Canadian Pacific; Gracia, Cunard Line, Nov. 6.

To LONDON.—Batsford, Nov. 7; Bothwell, Nov. 14—both Canadian Pacific; Comino, Furness, Withy, Nov. 7; Canadian Aviator, Nov. 11; Canadian Trapper, Nov. 21—both C.G.M.M.

To AVONMOUTH.—Welshman, Nov. 14; Colonian, Nov. 21; Oxonian, Nov. 28—all White Star-Dominion; Parthenia, Nov. 7; Salacia, Nov. 14—both Anchor-Donaldson.

To SOUTHAMPTON.—Melita, Nov. 4; Minnedosa, Nov. 18—both Canadian Pacific.

To NEWCASTLE AND LEITH.—Cairnvalona. Thomson Line, Nov. 6.

To MANCHESTER.—Manchester Brigade, Nov. 5; Manchester Regiment. Nov. 12—both Manchester Liners.

To CARDIFF AND SWANSEA.—Canadian Leader, Nov. 6; Canadian Commander, Nov. 20—both C.G.M.M.

To GLASGOW.—Athenia, Nov. 6; Letitia, Nov. 20—both Anchor-Donaldson; Metagama, Nov. 5; Marburn, Nov. 19—both Canadian Pacific.

To HULL.—Comino, Furness, Withy, Nov. 7.

To DUBLIN.—Lord Antrim, Nov. 8; Carrigan Head, Nov. 22—both Head Line.

To BELFAST.—Dunaff Head, Nov. 12; Carrigan Head, Nov. 22—both Head Line.

To ST. JOHN'S, NFLD.—Canadian Sapper, C.G.M.M., Nov. 6.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS., Nov. 11.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Nov. 3; Canadian Otter, Nov. 17—both C.G.M.M.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Canadian Pacific, Nov. 24.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Forester, C.G.M.M., Nov. 11.

To NORWEGIAN PORTS.—Norefjord, Norwegian-American, Nov. 10.

To COPENHAGEN AND BALTIC PORTS.—Maryland, Nov. 3; Ivar, Nov. 5; Svend, Nov. 15—all Scandinavian-American Line.

To ANTWERP.—Canadian Aviator, Nov. 11; Canadian Trapper, Nov. 21—both C.G.M.M.; Melita, Nov. 4; Minnedosa, Nov. 18—both Canadian Pacific.

To ROTTERDAM.—Rathlin Head, Head Line, Nov. 8; Welland County, Intercontinental Transports, Nov. 14.

To HAVRE.—Brant County, Intercontinental Transports, Nov. 20.

To HAMBURG.—Hastings County, Intercontinental Transports, Nov. 10; Bolingbroke, Canadian Pacific, Nov. 21.

To ITALIAN PORTS.—A steamer, Lloyd Mediterraneo Italian Service, Nov. 15.

To AUSTRALIAN PORTS.—Canadian Conqueror, C.G.M.M., Nov. 22.

To NEW ZEALAND PORTS.—Trekieve, New Zealand SS., Nov. 16; Canadian Britisher, C.G.M.M., Nov. 20.

To SOUTH AFRICAN PORTS.—Calumet, Elder Dempster, Nov. 15.

To SOUTH AMERICAN PORTS.—Dayton, Houston Line, Nov. 10.

From Quebec

To LIVERPOOL.—Doric, Nov. 7; Megantic, Nov. 14; Regina, Nov. 21; Canada, Nov. 27—all White Star-Dominion.

To SOUTHAMPTON.—Empress of France, Canadian Pacific, Nov. 11.

To AVONMOUTH.—Welshman, Nov. 14; Colonial, Nov. 21; Oxonian, Nov. 28—all White Star-Dominion.

From Halifax

To CARDIFF AND SWANSEA.—Canadian Mariner, C.G.M.M., Dec. 4.

To HULL.—Comino, Furness, Withy, Nov. 10.

To LIVERPOOL.—Hoosac, Nov. 10; Sachem, Nov. 21—both Furness, Withy.

To MANCHESTER.—Manchester Brigade, Nov. 9; Manchester Merchant, Nov. 19—both Furness, Withy.

To LONDON.—Comino, Furness, Withy, Nov. 10.

To ST. JOHN'S, Nfld.—Rosalind, Red Cross Line, Nov. 3; Sachem, Furness, Withy, Nov. 21; Hethpool, Farquhar SS., Nov. 7 and 21.

To PORT AUX BASQUES, CORNER BROOK, CURLING, ETC.—Sable I, Farquhar SS., Nov. 5 and 19.

To BURIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., Nov. 11 and 25.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Nov. 6; Chignecto, Nov. 20; Teviot, Dec. 4—all R.M.S.P. Co.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Volunteer, C.G.M.M., Nov. 27.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Nov. 4 and Dec. 2.

To SANTIAGO, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Nov. 18.

From Vancouver

To YOKOHAMA AND KOBE.—Yonan Maru, Osaka Shosen Kaisha, Nov. 20.

To YOKOHAMA, KOBE AND HONG KONG.—Achilles, Nov. 5; Philoctetes, Dec. 3—both Blue Funnel.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Nov. 12; Empress of Canada, Nov. 27—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI, DAIREN AND SHANGHAI.—Arabia Maru, Nov. 3; London Maru, Nov. 17; Alabama Maru, Nov. 26; Paris Maru, Dec. 4—all Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON AND MELBOURNE.—West Nivaria, Pacific-Australian Line, Nov. 13.

To LONDON AND LIVERPOOL.—Cardiganshire, Nov. 16; Noorderdyk, Nov. 30—both North Pacific Coast Line.

To GLASGOW.—Kinderdyk, North Pacific Coast Line, Nov. 6.

To BORDEAUX, HAVRE AND ANTWERP.—La Marseillaise, Nov. 5; Notre Dame de Fourviere, Nov. 16; Indiana, Dec. 5—all Cie. Gle. Transatlantique (French Line).

To HAMBURG AND ANTWERP.—Kinderdyk, Nov. 6; Montgomeryshire, Nov. 27—both North Pacific Coast Line.

To ROTTERDAM.—Cardiganshire, Nov. 16; Noorderdyk, Nov. 30—both North Pacific Coast Line.

To HAVRE.—Montgomeryshire, North Pacific Coast Line, Nov. 27.

To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Cherca, Nov. 18; Leme, Nov. Dec.—both Navigazione Libera Triestina.

To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—Hollywood, Pacific-Argentine-Brazil Line, early November.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act. Cullers Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916) (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly
Trade (Internal), including grain, livestock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

Director, Commercial Intelligence Service—W. McL. Clarke, Ottawa.

Inspector Trade Commissioners' Offices—A. E. Bryan, Ottawa.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires.
Cable Address, Canadian.

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

H. R. Pousette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cormack. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancom.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

India and Ceylon

Acting Trade Commissioner, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

Irish Free State

A. F. MacEachern, Acting Trade Commissioner, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

J. J. Guay, Acting Trade Commissioner, Via Manzoni, 5 Milan 2. *Cable Address, Canadian.*

Japan

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OPENING IN UNITED KINGDOM FOR CANADIAN OXIDES, OCHRES, AND MINERAL PIGMENTS

TRADE COMMISSIONER HARRISON WATSON

London, October 20, 1925.—As the result of an investigation recently made by the London Trade Commissioner, it has been ascertained that several important United Kingdom importers of colours, and also paint manufacturers, are prepared to consider the feasibility of purchasing supplies of ochres, red oxides, and other mineral colours from Canada.

The names of these firms have been supplied to the Department of Trade and Commerce, Ottawa, for the information of any Canadian producers who can ship regular supplies and wish to follow the matter up. Samples, analyses, and lowest prices c.i.f. United Kingdom ports should be supplied.

ECONOMIC CONDITIONS IN SOUTH WALES

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, October 20, 1925.—The industrial situation in South Wales is so closely linked up with coal production that to report on current conditions is in reality an invitation to study the Continental and English coal trade barometer. The effect of electricity and oil usage tending towards the partial elimination of coal must be ignored.

The comparative figures relating to the trade on which South Wales is mainly dependent are of a depressing character. In 1913 the weekly exports

as cargo from South Wales ports averaged 574,000 tons; they are now in the neighbourhood of only about 330,000 tons. The latest returns give a volume of foreign cargo export trade which is less than 60 per cent that of 1913. There is no inland demand available to fill up the gaps of any shortage in the export demand. As a matter of fact, the inland demand itself moves in South Wales in sympathy with the export demand. If the coal export trade is active, local industries are also active while the reverse holds true as well.

Iron and steel, the second staple industry in South Wales, is also passing through difficult times and its demand for coal is below normal. South Wales collieries production has fallen from an average weekly output of 1,100,000 tons pre-war to 760,500 tons for September, 1925. It is believed that production will settle down to about 900,000 tons per week, which will mean 20 per cent unemployment.

The collieries affected are not those producing anthracite and dry classes of steam coals, but chiefly Monmouthshire coals, which trade is suffering the more acute depression.

Allowing for the Government subsidy, there appears to be well founded belief that companies are having heavy losses with the exception of those in the anthracite trade. Prices are the lowest in years; and one of the few bright spots in the trade is the development of anthracite exports to Canada. At date of writing there is more active interest shown in the export coal market than during the past two months, but whether this means a definite improvement it is impossible to forecast.

Imports of Canadian wheat, butter, cheese, and bacon into Bristol Channel ports are normal. The purchasing capacity of the public is somewhat reduced and collections rather slow.

THE CROPS IN SCOTLAND AND NORTHERN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, October 19, 1925.—During September the weather in Scotland was broken over the whole country and harvest operations in consequence more or less interrupted. Little damage to the cereal crops has so far been reported. Potatoes have maintained their favourable prospects, while root crops made good progress, and it is now believed that their yield will not be so far below the average as was expected earlier in the year. The mild weather that prevailed in most districts was favourable for live stock and all classes are reported to have thriven well during the month.

The Board of Agriculture for Scotland reports that wheat has matured well and the yield per acre promises to be very satisfactory, but the area under wheat was the smallest since 1908, the total being 48,200 acres, or 1,300 acres less than last year. Average yields of barley, or somewhat more than the average, have been harvested, and the quality is good. The area under barley and bere was 153,000 acres, an increase of 1,400 acres as compared with 1924. The report on oats are on the whole less satisfactory than those on wheat and barley. Generally speaking, the crop was healthy and ripened satisfactorily, but where it was badly affected by grub earlier in the season, it was thin on the ground, while in some cases growth was stunted owing to drought and straw is rather short. The area under oats was 931,000 acres or 24,500 acres less than last year. The reports on potatoes are on the whole very satisfactory. There is at present every indication of a very good yield. In regard to live stock, the reports on pastures are varied, but they appear to be in better condition than is usual at this time of the year. Grazing cattle have made satisfactory progress in most districts. The reports on bees are very satisfactory.

Stocks are in vigorous condition and little disease is in evidence. The total yield of honey has been above the average but, owing to the wet weather in September, the yield of heather honey in some districts has been small.

The Department of Agriculture of Northern Ireland reports that the wheat yield is expected to be about average. The estimates regarding the yield of oats vary considerably, but it seems that only a fair proportion of the crop has been saved. Very little barley has been grown, but the yield is expected to be about average. A fairly good yield of flax is expected. It is expected that the yields of all varieties of potatoes will be generally in excess of those of last season. The hay crop this year is of excellent quality, and there are plentiful supplies on offer at markets. Cattle generally are in very good condition for this season of the year. The appearance of "husk" or "hoose" among young store cattle is reported in some districts. Supplies at markets have been fair, but demand has slowed up. Average prices of store cattle, six to twelve months old, £9 6s.; one to two years old, £13 10s.; two to three years old, £16 17s.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Population of Australia

Sydney, September 24, 1925.—The total population of the Commonwealth of Australia on June 30, 1925, was 5,929,288, an increase during the year of 125,698. It may, therefore, be reasonably expected that within a few months the 6,000,000 mark will be passed. The Commonwealth Statistician's return states that the excess of births over deaths accounted for 82,044 of the increase, and the excess of arrivals over departures accounted for 43,654.

Detailed figures for the states show that New South Wales still leads, the total being 2,271,944, an increase of 45,662 for the year. For the other states the figures, with increases in parentheses, were: Victoria, 1,670,852 (31,488); Queensland, 855,214 (27,706); South Australia, 543,122 (14,258); West Australia, 368,027 (7,675); Tasmania, 211,096 (1,292 decrease); Northern Territory, 3,786; Federal Territory, 4,455.

Since the census of 1921, about 71 per cent of the total increase is due to excess of births over deaths, and about 29 per cent to excess of arrivals over departures.

Exports of Rabbits and Rabbit Skins from New South Wales

Rabbits are the greatest pest to pastoralists throughout the Commonwealth, and the damage wrought by them is immeasurable. Although the damage caused is very great, it is compensated to some extent by their use for food and by the value of their skins and frozen rabbits exported.

These animals form a common article of diet both in the metropolis and country, especially during the winter months, when large numbers of men are engaged in their capture and treatment. The year 1919-20 was the record year for the export trade, the total value of exports being £3,240,529. During that year 6,980,636 pairs of rabbits and hares valued at £537,877 and 9,927,240 pounds of skins valued at £2,702,652 were exported. It is estimated that the skins and carcasses exported during that year, added to the numbers killed for local consumption, totalled at least 100,000,000.

Considerable fluctuations in prices have taken place during the last few years, with a considerable decrease in the demand. The trade has now recovered again, the demand for skins being especially good. Present prices are: first winters, 66d. to 70d. per pound; second winters, 56d. to 60d. per pound; first outgoing, 50d. to 51d.; second outgoing, 46½d. to 49d.; first heavy pelts, 61d. to 68d.; second heavy pelts, 43d. to 48d.; blacks, 30d. to 34½d.; and fawn, 40d. to 44½d. per pound.

Sydney Wool Sales

The wool sales of the past week in Sydney practically constituted the opening of the selling season as far as the new clip is concerned, for the catalogues were entirely comprised of early-shorn wools. The stocks of old wool, the sale of which was held up for three months owing to the serious drop in prices, have now all been sold.

The sales were highly encouraging to growers, and the market ruled firm at the improved level of last week. The Continental demand again dominated the position, especially the buying of the French section, although there was good support from Germany, and a fair amount of buying on Japanese account. Yorkshire orders were still limited.

The new clip continues to open up well. The selection was thoroughly representative of all the earlier shearing districts, and the wool showed a good length of sound staple in dry condition. It is generally a little finer than last year, but burr and dust were rather more plentiful.

Clearances of western fleece were noticeable at 24d., broken fleece 19½d., pieces 16¾d., bellies 12d.; northwestern fleece at 26½d., broken 21d., pieces 16¾d., bellies 16¾d., and locks 9d. Less attractive lines realized: fleece 20½d., broken 17½d., pieces, 15d., and locks 7½d. These figures do not compare with the prices of last season, when even locks were making 12d. to 16d. per pound, but they furnish a scale of values for growers, and trade in textile circles abroad give no indication of any probable marked fluctuation in inquiry for the raw material.

Australian Butter Production

For the year ending June 30 last the export of butter from Australia exceeded all previous records: 65,000 tons valued at £10,006,081, as compared with £4,874,921 for the previous year and £6,082,414 for the year ended June 30, 1923.

The adoption of the national "Kangaroo" brand has given splendid results, and Australian butter is now being purchased in the United Kingdom and elsewhere on its reputation and independently of factory brands. The United Kingdom is by far the largest purchaser, the next largest trade being done with the Netherlands East Indies and British Malaya.

While the quantity of butter produced in the Commonwealth is largely affected by the nature of the seasons experienced, the output shows a steady increase in the past decade. The marked development of dairying in Queensland, where butter production has doubled since 1912, was largely responsible for the increased output of Australia, although all the states contributed to the general progress. The season so far has been of such a favourable nature that there seems little doubt that production this year will be on a very heavy, if not a record, scale.

INTERNATIONAL SAMPLE FAIR AT HAVANA

The second annual International Sample Fair will be held in the city of Havana, Cuba, from February 5 to 24, 1926, both dates inclusive. A cordial invitation is extended by the Cuban Government to Canadian manufacturers to send exhibits to this fair. Full information may be obtained at the office of the Segundo Feria Oficial Internacional de Muestras de la Habana, Apartado No. 2375, Havana, Cuba.

MARKET FOR CANADIAN PRODUCTS IN SIERRA LEONE

ASSISTANT TRADE COMMISSIONER YVES LAMONTAGNE

Wembley, October 19, 1925.—Sierra Leone is the oldest of the four British West African colonies, which also comprise Nigeria, the Gold Coast and Gambia. The Portuguese discovered Sierra Leone in 1462, and carried on active missionary work in the country for about 200 years. Its shores were visited by the Dutch, French and English vessels of chartered trading companies from 1592 until the English settlement era of 1790. These companies enjoyed a monopoly of the Sierra Leone trade in gold, ivory, hides, beeswax, timber and especially slaves.

Following the revolt in England against the slave traffic and as a result of an edict passed in 1772 freeing every slave setting foot in England, many slaves made their way to Great Britain. A number of them, accompanied by about 60 Europeans, left England in 1787 and founded a permanent settlement in Sierra Leone under the protection of Great Britain.

A considerable accession of strength to the colony was made in 1792 by the arrival of about 1,100 liberated slaves from Nova Scotia, and the settlement took the name of Freetown. An effort was then made by the "Sierra Leone Company" to develop the resources of the colony and make it self-supporting. In 1808, having outgrown the scope of a private company's management, the colony became a Crown Colony, under a Governor.

Gradually the British sphere of influence extended inland, both by acquisition and by treaties, and eventually in 1896 a Protectorate was formally proclaimed over an area of about 26,980 square miles, whereas the colony proper covers some 300 square miles only.

Politically, therefore, there are two separate countries in Sierra Leone, although their interests are closely allied. The Colony Africans, descendants of the original settlers, have for over a century been accustomed to European ways. Their language is English, they profess the Christian faith, and are governed by English law. They numbered 84,054 in 1921. The Protectorate is inhabited partly by aboriginal tribes and by Africans who migrated long ago to Sierra Leone from north and northeast Africa. Their religion is pagan and partly Mohammedan. They are administered by native rule under British supervision. In 1921 the population of these aboriginals was 1,455,497, and there were 902 Europeans in the Colony and Protectorate. The majority of the headquarters officials of Freetown live at "Hill Station", about 800 feet above sea level and reached both by rail and by a motorable road.

The arts and crafts of the Protectorate are primitive, and the hand manufactures include pottery, weaving, the making of ornaments of gold, silver and ivory, fibre nets and baskets, iron, brass and leather work.

The climate of Sierra Leone is tropical, with a heavy rainfall and a high atmospheric humidity during the greater part of the year. The rainy season lasts from May to October. In December and January the days are hot and the nights cool.

TRANSPORTATION

In 1898 the main line of the Sierra Leone Government Railway, 227 miles long, was first opened, running from Freetown to Pendembu in the Central Province. A branch line now runs from Boia in the Central Province to Kamabai in the Northern, a distance of 104 miles. The gauge is 2 feet 6 inches, and the line is single track. There are about 120 miles of motorable roads around Freetown and in the Protectorate.

BANKS

Banking operations are conducted by two banks established in the United Kingdom and having branches in Freetown; the Bank of British West Africa Ltd., and Barclay's Bank (Dominion, Colonial and Overseas), formerly the Colonial Bank Ltd., both having their head offices in London.

EXPORTS

The total value of the export trade of the Colony in 1923 amounted to £1,607,225. This was made up as follows: produce of the Colony, £1,347,115; coal, £104,794; other produce and manufactures £95,896; specie, £59,420. The whole of the colony's trade depends on the exploitation of the forest products of Sierra Leone, exports of palm kernels and palm oil forming about 70 per cent of the total exports of domestic produce. Other important articles of export are kola nuts, ginger, peppers and piassava.

Palm Kernels.—Exports in 1923, 59,545 tons (value £968,797), of which 57,733 tons were imported by the United Kingdom, and the remainder by Germany.

Palm Oil.—Exports in 1923, 3,346 tons (value £102,645), of which 3,188 tons were bought by the United Kingdom and 99 tons by the United States.

Kola Nuts.—Exports in 1923, over 5,698,290 pounds (value £187,469); and in 1924, 5,686,066 pounds (value £180,976). This is almost entirely a coast trade, the chief use of kola in the West African colonies being as an article of diet on account of its invigorating qualities.

Ginger.—Exports in 1923, 27,905 cwt. (value £46,236), of which 24,384 cwt. were shipped to the United States and 3,416 cwt. to the United Kingdom. From January 1 to July 15, 1925, 41,986 cwt. (value £101,867) were exported, about 52 per cent to the United Kingdom, 46 per cent to the United States, and the remainder to France and Gambia.

Peppers (Chillies).—Exports in 1923, 11,721 bushels (value £11,818), of which 7,468 bushels were exported to the United States and 3,502 to the United Kingdom.

Piassava.—Exports in 1923, 1,620 tons (value £20,035), of which 875 tons were shipped to Germany, 477 tons to the United Kingdom, 153 tons to France, and 88 tons to the United States. In 1924, 995 tons were exported. Piassava is a fibre used in the manufacture of mechanical and other brooms, and is a product of the raphia palm.

IMPORTS

Imports into the Colony in 1923 were valued at £1,949,981, of which commercial imports amounted to £1,421,928, specie £238,216, and Government imports £289,837.

Of the commercial imports the United Kingdom supplied 74.7 per cent, the United States 9.5 per cent, foreign West Africa 6 per cent, Germany 3.1 per cent, France 2.3 per cent, and Holland 2.1 per cent. The chief needs of the Colony and Protectorate are in food products and manufactured articles. The imports mentioned below are those of most interest to Canada, and the values are for the year 1923.

Bacon and Hams—£2,544. Mostly preserved, not in tins, from the United Kingdom. Small quantities from the United States (£28) and Germany (£16). Duty 14s. 7d. per 100 pounds.

Biscuits—£4,537. Duty on trade biscuits, not tinned, 3s. per 100 pounds; other, 12½ per cent ad valorem.

Butter—£5,799. Chiefly in ½-pound and 1-pound tins. Duty 12½ per cent ad valorem.

Cheese—£1,395. Duty 12½ per cent ad valorem.

Fish, Preserved—£5,108. Best brands of tinned salmon, herrings, sardines, etc., for the European trade; cheapest qualities for the native trade. Duty on dried, salted, smoked or pickled fish, not in tins, jars or bottles, 3s. per 100 pounds; other, 12½ per cent ad valorem. Fresh fish duty free.

Flour—£31,121. Of this amount £22,715 was imported from the United States and £8,182 from the United Kingdom. Duty 2s. 2d. per cwt.

Fruits, Preserved—£617. Duty 12½ per cent ad valorem; fresh fruits duty free.

Lard—£3,935. In buckets of 28-pound tins. Of this amount £2,965 was imported from the United States and £782 from the United Kingdom. Duty 10s. 5d. per 100 pounds.

Meats, Preserved—£1,779. In tins or barrels. Duty, beef and pork, pickled or salted, not tinned or bottled, 4s. 2d. per 100 pounds; smoked or cured, not canned or bottled, 14s. 7d.; other, 12½ per cent ad valorem.

Milk, Preserved—£8,781. Duty on condensed or otherwise preserved milk, 7s. 6d. per 100 pounds.

Potatoes and Onions—£14,682. The former from the United Kingdom and the latter from France. Quantities of both from the Canary Islands. Fresh vegetables duty free.

Rice—£6,185. Chiefly from the United Kingdom, which supplied £3,906. Rice is the staple food of the country. The bulk of the rice produced in the colony is grown on the hills and uplands, but its cultivation in swamps is being encouraged by the Government. Rice enters the country duty free.

Sugar—£16,497. From the United Kingdom, £7,403; United States, £6,664; Germany, £1,068; Holland, £680; Belgium, £540. Duty 9s. 4d. per cwt.

Aerated Waters—£3,446. Mostly British and French soda water, ginger ales, and lemonades for European consumption, in pint and quart bottles with crown corks. Duty 12½ per cent ad valorem.

Beer, Ale, and Porter—£22,611. Chiefly light British and German beers or stout. Packed in cases of 4-dozen quart and 6- or 8-dozen pint bottles with crown corks. Duty 1s. per imperial gallon when containing not more than 10 per cent by weight of pure alcohol.

Spirits—£29,279. Chiefly brandy from France, Geneva from Holland, rum from West Indies, France, and the United Kingdom; whisky of best quality only, in quarts. Duty on these when of strength of 50 degrees per centum of pure alcohol (by Tralle's alcoholometer), £1 5s. per imperial gallon. For every additional degree, 6d. per gallon. A reduction of duty for every degree below 50 of 4d., provided the duty shall not be less than £1 2s. 4d. per gallon.

Tobacco, Manufactured—£19,407. Chiefly smoking mixtures from the United Kingdom, and Virginian, Egyptian, and Turkish cigarettes in tins of 50. Duty, cigars 5s. per 100, cigarettes 1s. 4d. per 100.

Tobacco, Unmanufactured—£107,429. Mostly in tierces, hogsheads, and cases from the United States. Duty 1s. 6d. per pound.

Soap—£4,184. Perfumed and fancy toilet soap and common soap in cases of 20 pounds and 40 pounds. Imports from the United Kingdom, £1,980; Holland, £1,470; France, £661; Germany, £174. Duty, toilet soap, including shaving soap, £1 13s. 4d. per 100 pounds; other kinds, 7s. 6d. per cwt.

Agricultural Implements—£152. Mainly from the United Kingdom, ploughs, hoes, rakes, and spades. These particular implements are duty free.

Automobiles—£1,879. Mainly from the United Kingdom. The majority of cars in use, however, are American. The total number of cars in the colony is 175. Duty 20 per cent ad valorem.

Automobile Parts—£3,133. The United Kingdom supplied parts to a value of £1,800, and the United States, £1,035. Duty 20 per cent ad valorem.

Boots and Shoes—£12,592. Chiefly from the United Kingdom. Cheap quality boots and shoes, tennis shoes and slippers. Duty 20 per cent ad valorem.

Cotton Manufactures—£479,864. Piece goods, hosiery, yarn, towels, from Great Britain. Low-quality blankets from Holland and Germany, white with red and blue stripes, weight 1 pound 6 ounces to 1 pound 12 ounces. Duty 20 per cent ad valorem.

Hardware, etc.—£54,820. Mostly from the United Kingdom. Lamps, machetes, nails, screws, joiners' and carpenters' tools. Germany supplies enamelware of second and third quality, basins, bowls, stewpans, etc., tinned cash bowls, and galvanized iron buckets. Duty 20 per cent ad valorem.

Kerosene Oil—£21,125. Almost entirely from the United States. Duty 9d. per imperial gallon.

Lumber—£7,312. The United States supplied £2,955 worth, and the United Kingdom £2,493. Usually undressed pitch pine, second and third grades, red wood and white wood; scantlings; dressed, grooved and tongued pitch pine for floors and ceilings. Duty, unmanufactured lumber, £1 per 1,000 feet; other, 20 per cent ad valorem.

CUSTOMS TARIFF

The Customs Tariff of Sierra Leone contains but one column of duties applicable to goods of any origin. An import duty of 12½ per cent is levied on

practically all foodstuffs, while a specific import duty is levied on a certain number of articles. Except as under the free list, every other class of import is dutiable at 20 per cent ad valorem.

An export duty of 20s. per ton is levied on palm kernels and $\frac{1}{2}$ d. per pound on kola nuts.

SHIPPING FACILITIES AND TRADING LISTS

Owing to the present direct steamship facilities from Canada to Sierra Leone (Elder Dempster Lines), it appears that the Dominion should be able to obtain a substantial share of the trade of the Colony. This trade is for the most part carried on by large British firms with head offices in Great Britain, and who are interested both in the exports and imports of the Colony generally.

A list of the principal firms is on file, and can be obtained on application to the Department of Trade and Commerce, Ottawa.

TRADING WITH BRITISH HONDURAS .

TRADE COMMISSIONER JAMES CORMACK

[The following is the last instalment of Mr. Cormack's report on the trade of British Honduras. Other instalments were published in Nos. 1133, 1134, and 1135.]

BUYING METHODS

Practically all the large merchants of British Honduras have overseas buying agents, and they also purchase direct from manufacturers or through local commission houses. The bulk of their business is retail trade. Some buying is done from catalogue, but this is largely by the townspeople. In January a stream of commercial men from the United States visit the colony to obtain the replacement orders which are given after Christmas. Christmas shopping in Belize is relatively a much larger seasonal trade than in almost any other part of the world. At that time the lumber men and the chicle producers come into town from the bush and freely spend, if they do not exhaust, their season's earnings. The majority of orders for American firms go out at sixty days' draft. Canadian traders are handicapped by the fact that they do not offer long credits. Commission agents as a rule are held responsible for the collection of accounts. The majority of the merchants of British Honduras are conservative, stable and reliable. Objection is taken to the sight draft by the larger merchants as most of them have money in New York on which they can issue cheques. No one will put up an irrevocable letter of credit in Canada, nor is there any carlot business to be done. The Royal Bank of Canada is the only bank operating in British Honduras.

There seems to be an opportunity for a firm in Canada to become the equivalent of the New Orleans jobber, who acts as a distributor of a large variety of groceries. This method of buying is popular in Belize because it enables importers to buy small quantities of different goods and have them included in one invoice and on one bill of lading. These jobbers issue their weekly price lists, which are printed and sent down to various importers and to their local agent, who follows these up and transmits orders.

A prominent commission agent in Belize desires to be brought in touch with a firm who would be prepared to undertake business in this way. Canadian firms interested are requested to communicate with the Trade Commissioner, who will put them in touch with the agent referred to. A jobber's list, in which the typical requirements of the colony are given, with lists of the merchants and commission agents in British Honduras, are on file in the Department of Trade and Commerce and are available for reference to Canadian firms.

SHIPPING SERVICES

The Canadian Government Merchant Marine run a service every three weeks, from Montreal in summer and Halifax in winter. The United Fruit Company have sailings from New Orleans and from Mobile fortnightly; from New York monthly via Kingston, Jamaica; and passenger service monthly from New Orleans. Services are also maintained by the Munson Line, and by the Harrison Line from Liverpool via the West Indies.

EXPORT TRADE OF BRITISH HONDURAS

In 1924 the colony's exports were valued at \$3,337,744, about half of which was for re-export. Of the total exports the United States took \$2,642,033, or 71.15 per cent; the United Kingdom, 7.77 per cent; other British possessions (direct trade), \$200,829, or 6.02 per cent; and "other countries," 7.06 per cent.

Mahogany.—The total exports of mahogany in 1924 amounted to nearly 13,000,000 superficial feet—the highest figure in the past nine years. The declared value of the mahogany was 11.04 cents per superficial foot.

Chicle.—Nearly 2½ million pounds of chicle were exported last year and were valued at 48.34 cents per pound. (These figures include the chicle bled in Guatemala and Mexico but exported through British Honduras.)

Cocoanuts.—Over 5,000,000 nuts were shipped last year: slightly less than in 1923. There was a big decrease in copra, the exports of 600,000 pounds for 1924 being only about 5 per cent of the 1923 figures.

Logwood.—Over 1,300 tons of logwood were exported last year.

Rum.—This is an increasing trade (10,856 liquid gallons in 1924).

Bananas.—The export of bananas (265,957 bunches in 1924) declined about 30 per cent from 1923. The presence of banana disease in the colony has practically ruined this promising industry.

Tortoise Shell.—The export of 3,325 pounds in 1924 shows an increase over the previous year. The price of shell is high, but the methods of collecting seem to be primitive.

Canned Lobster.—An industry has begun in canning the rock lobster and appears to be making progress. The product is largely exported.

AGRICULTURE

The inhabitants of the colony seem to be essentially nomadic. Generations of fishermen and silviculturists have developed a race to whom agriculture in its modern sense is either unknown or distasteful. The Government, however, intends to encourage agriculture in a special way. An experiment is being made in shipping grapefruit and oranges to Canada, which it is hoped will find support in the Canadian market. Sugar cane is grown and is manufactured in a primitive way into bright muscovado and some yellow crystals and into rum. The consumption of maize is fairly large and, while the land will grow good corn, great quantities of it are imported. The same may be said of rice. Sheep, hogs, horses, mules, cattle, and poultry could all be produced locally. Land is plentiful and cheap and taxes are light. There is, however, always a deficiency in the supply of labour. The people are skilled in timber working, at which they earn good wages. Under direction of the Government a system of afforestation and silviculture has been initiated whereby in a few years there is bound to be a considerable development of the timber reserves. Use is being made of what has hitherto been regarded as the useless secondary woods such as rosewood, pine, sapodilla, nargusta, white mahogany, polak, walnut, ironwood, and Santa Maria.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, October 27, 1925.—Wholesale and retail trade in the United States is reported good and industrial output maintained. Some renewal of trade was to be looked for after the summer slackening. The Department of Labour, in a recent survey, reports an increase in employment in several of the large industries, which is taken to indicate an active and prosperous autumn in industrial and commercial lines. The survey further states that the iron and steel industry, which showed gains in August, also made additional gains during September, and all indications point to further expansion. There has been heavier buying of steel this month than in September.

The textile industry is now in a more favourable position and the future of this industry is considered bright. Both the cotton textile and woollen industries, after a long period of depression, appear to be on the up grade. Cotton consumption in mills has increased and the prices of cotton goods are firm. The Silk Association of America reports that silk consumption increased 41 per cent in the nine months of this year, as compared with the corresponding period of last year. The Rayon silk industry is developing rapidly.

Activities in the lumber section of the country are reported to be on the increase and factories on the Pacific Coast are working overtime. The general industrial employment situation existing during September is described as fairly satisfactory with indications pointing to greater employment opportunity during the fall months. Railway traffic for the last two months has been in excess of any in the corresponding months of previous years. Building operations are continuing on a large scale.

Automobile and truck production in August was below that of July, but the decline was for the most part due to a halt in the production of the Ford Company incidental to the bringing out of a new design. In September the Ford Company's production increased, while other companies showed a seasonal decline, but it is expected that the year's output will be larger than that of last year.

Despite the irregularity of the weather, the agricultural situation is hopeful and should increase the purchasing power of the farmer in the future. The drought in the Southern States has not seriously affected the grain and forage crops. This year's cotton crop is reported at 14,759,000 bales by the United States Department of Agriculture, an increase of 82,800 bales over the forecast made two weeks earlier.

Bradstreet's report that business failures during September were the smallest ever recorded since November, 1920, and decreased 3.3 per cent from September of last year. For the nine months ending September failures totalled 14,358, a decrease of 2.6 per cent from 1914. Liabilities were 35 per cent below the corresponding figure of last year.

Transactions on the New York Stock Exchange totalled 36,885,995 shares, the largest September total. This was an increase of 4,020,868 shares as compared with the previous month and 18,736,215 shares more than in September, 1924. Money rates have risen $\frac{1}{2}$ per cent since August 15, and September bank clearings show an increase of 12 per cent over those of September, 1924. The exchange situation remains fairly stable and the Canadian dollar at a premium.

UNITED STATES COTTON CROP

Mr. Frederic Hudd, Trade Commissioner in New York City, writes under date October 31, 1925, that the United States Department of Agriculture now announces a probable cotton production of about 15,226,000 equivalent 500-pound bales as indicated by reports of October 18. Two weeks ago a probable crop of 14,759,000 was indicated. Last year's crop totalled 13,627,930 bales. The probable yield is now placed at 164.7 pounds of lint cotton per harvested acre, as compared with 152 pounds of October 1 this year and 157.4 pounds, the final yield last year.

THE MARKET FOR EMERY PAPER AND EMERY CLOTH IN JAPAN

ACTING TRADE COMMISSIONER JAMES A. LANGLEY

Kobe, October 1, 1925.—It is estimated that the annual production of emery cloth, and emery paper, in Japan amounts to 60,000 reams. Inferior grades only are produced, the better qualities being all imported. The principal supplies come from England, Germany, and the United States, as the following figures indicate:—

	Emery Cloth			
	1924		1923	
	Quantity Kin	Value Yen	Quantity Kin	Value Yen
Germany.. . . .	65,094	30,957	14,940	5,809
England.. . . .	412,897	304,062	187,017	165,308
United States.. . . .	51,555	101,809	7,338	11,976

	Emery Paper			
	1924		1923	
	Quantity Kin	Value Yen	Quantity Kin	Value Yen
Germany.. . . .	3,338	2,091	124	247
England.. . . .	4,317	4,420	5,535	2,187
United States.. . . .	21,592	18,963	3,651	3,803

NOTE.—1 kin=133½ pounds.

Japanese emery cloth is quoted wholesale at \$3.28 to \$4.10 per ream for the poorest grade, \$4.92 to \$5.74 per ream for the second grade, and \$7.38 to \$8.61 per ream for the first grade; while German "Insect" brand stands at \$9.84 to \$10.66, and the English at \$13.53 to \$17.22 per ream. The duty on emery paper is yen 2 per 100 kin, and on emery cloth yen 2.75 per 100 kin. Owing to the present dullness in all lines, the demand for these commodities from iron works, shipbuilders, *et al*, has decreased, but still considerable quantities are being used, and there is a good opportunity for a Canadian product of a quality equal to present importations from other sources of supply.

TRADE AND ECONOMIC CONDITIONS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, October 1, 1925.—Trade and economic conditions in China, particularly in the chief outports, are again approaching normal, and practically all foreign industries have resumed operations. This result is in some measure due to the calling of the approaching Tariff Conference in Peking in November by the interested foreign powers.

Numerous reforms have been instituted within the past few weeks in the judicial, administrative and transport departments, and competent observers are of the opinion that the militarists who control the various important trade areas of China will realize that any warlike moves would seriously jeopardise the success of the conference and prevent the establishment of any form of tariff autonomy.

The economic boycott of British and Japanese goods is still in effect, though becoming weaker every day and is now apparently confined chiefly to the southern ports of Canton, Swatow, Amoy and certain points in the interior. Although Canada has been included in the British boycott, little attention has been paid to it by the leading Chinese importers in Shanghai and North China, and in so far as the staple products such as wheat and flour and timber are concerned, the result has been practically negligible.

In connection with the boycott, it should be noted that those foreign firms with responsible representatives on this side, or who have realized the necessity of sending such representatives to maintain their contact with the Chinese trade, have been successful in dissipating any ill feeling towards their firms, and the visits of such personal representatives are strongly recommended to Canadian firms who are seeking to do business in China.

Though the recent disturbances arose largely out of grave misunderstandings, they have undoubtedly resulted in the development of a stronger national spirit and have caused many prominent Chinese importers to rearrange their foreign connections, and indeed in many cases have decided them to trade direct rather than through brokers and indent houses. This should serve to emphasize the necessity of a personal study of this vast market, which, in view of Canada's geographical location merits consideration on the part of Canadian firms who are looking to the Orient for their future markets.

The steady and remarkable increase annually in the imports of a wide variety of commodities extending from raw materials of all kinds to highly specialized machinery, is proof of the enormous actual and potential possibilities of this market. It must be realized, however, that the introduction of commodities by correspondence alone does not appeal to the Chinese, but should be supplemented by personal contact. Very few representatives of Canadian firms have visited China this year, and the disturbed conditions in the country may in part be the explanation. On the other hand, every American boat brings several well-informed and capable factory representatives who are able to advise their representatives in China on everything that pertains to the commodities in which they are interested. Occasional personal contact with the men on the spot—particularly in connection with goods not yet introduced into China—is one of the essentials in the increase of Canadian sales, and this office will be glad to suggest to Canadian shippers an itinerary for a trade tour in China, and to arrange the necessary introductions in the various main outports both in North and South China.

WHEAT AND FLOUR MARKET IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, September 29, 1925.—Reports from the flour and wheat trade indicate that the purchase of foreign wheat will probably equal, if not surpass, that of 1924. This condition is due to the dislocation of internal transportation and to the fact that supplies of native wheat are insufficient for local requirements. It is reliably reported that China has contracted for some 150,000 tons of wheat for November, December and January shipment.

Best native wheat is quoted at 4.10 taels per picul, with Canadian No. 2 Northern at 4.35 taels (1 tael equals 79 cents Canadian currency at present rate of exchange) and No. 3 at 4.25 taels per picul (1 picul equals 133½ pounds). American prices appear to be somewhat higher.

The large native flour mills appear to be enjoying an excellent year and to date have all been working full time. Local flour prices have dropped from 2.35 taels per sack at the beginning of the season to 2.10 taels at time of writing and 2.08 taels to 2.07 taels for October and November delivery. Canadian 1st and 2nd clears have been arriving steadily during the past month, the northern ports of Tientsin and Dairen importing considerable quantities.

TRADE MARKS IN SIAM

TRADE COMMISSIONER A. B. MUDDIMAN

Singapore, September 18, 1925.—The question of the registration of trade marks for the Kingdom of Siam is still unsettled. About ten years ago a law was actually passed and a kind of bureau of registration was established. Certain firms also paid in their fees and deposited their trade marks; but certain factors existing against the fiscal autonomy of the Siamese Kingdom at that juncture, render, it is said, such registration of no value. The chief factor against the fiscal autonomy of the kingdom then was, of course, the privilege of extra-territoriality. For many years many foreigners in Siam have been under the special jurisdiction of their own Consular Courts established as a consequence of the treaties signed by Siam with foreign Powers, and have thus enjoyed a privilege of extra-territoriality. Therefore the newly created Bureau of Trade Marks had no legal value for the persons it most concerned—the foreigners resident in and trading in the country.

However, led by Great Britain and Denmark, probably the two most powerful national foreign commercial interests in the country, a number of foreign powers have given up their privilege, and it is understood that in the future a new trade mark law will be passed, and a bureau with the necessary legal powers will come into being, whereby trade marks must be registered, to be valid in Siam. At the moment the position is delicate, and very little protection is offered except under Sections 235-238 of the "Penal Code", where direct protection is offered registered trade marks—(but this would probably be interpreted to mean in a local court of law that such protection is available for such trade marks as are world-known and in use);—and also the offence of imitating fraudulently a trade mark is declared punishable. Consequently, until the matter is advanced to a legal status, the only method that can be recommended to firms is to have their trade marks published in the British Consul General's office at the British Legation at Bangkok, as a proof of such a trade mark being in use, though it must be distinctly borne in mind that this action gives it no legal validity in Siam, as Great Britain gave up her extra-territorial rights in 1909. Nor must it be imagined that the new law and its administrative bureau will come into existence within the next few months.

TURKISH MARKET FOR AGRICULTURAL MACHINERY

Although the imports of agricultural machinery into Turkey during 1923—the latest year for which complete figures are available—were comparatively unimportant, amounting in all to 1,323,553 kilogrammes, shipped principally by America, Germany, and Italy, there is an increasing desire on the part of agriculturists to employ more modern methods, and, with the financial assistance of the Agricultural Bank, there should be a good opportunity of doing business in the future. Prior to the war the use of modern machinery in Turkish agriculture was limited, but British harvesting machinery was already known and appreciated, and steam ploughs were employed in the Adana district.

At the present time there are about 750 tractors employed in Turkey, of which at least 600 are American, and there are about 30 German steam ploughs in use at Adana. The increased acreage under cultivation, consequent on the employment of tractors, has resulted in a demand for harvesting and threshing machinery and hay presses, and inquiries are also being received for oil presses and for small flour mills which can be operated by tractors and moved from place to place.

NATURAL RESOURCES OF PERSIA TO BE DEVELOPED

Persia's economic advance is still in its early stages, but sufficient activity is being shown to suggest that before long a foreign loan will be asked for, mainly, it is to be presumed, in regard to railway projects, says the *British Export Gazette*. But the Persian Government is going further than that, and has undertaken the compilation and publication of a list of all concessions in Persia and of all unconceded and undeveloped resources. Included in this list will be existing or possible mining irrigation and hydro-electric ventures covering a wide range, and when these details are forthcoming, and, what is still more important, the particulars of surveys by experts, it is likely that many attractive propositions will be revealed.

NEW ZEALAND DAIRY PRODUCE EXPORT CONTROL

The first report of the New Zealand Dairy Produce Export Control Board has just been published. During the eighteen-month period covered it has been able to show producers a satisfactory reduction in ocean freight and insurance rates on butter and cheese exported from New Zealand. For instance, the marine insurance rates on butter have been reduced from 11s. 4d. per cent to 7s. 3d. per cent, these rates including coastal steamer cover to port of transhipment.

The board also claims to have been successful in arranging for a fortnightly mail steamer service which the shipping companies have agreed to supplement with additional tonnage as may be required by the growing demands of the dairy industry. Some difficulty has been experienced in arranging for regular schedules, owing to the varying speeds of the vessels.

To meet the demands of the United Kingdom market the board has made the following tentative shipping arrangements: all butter available in August, September, October, and November to be shipped as promptly as possible; 9 per cent each month of the season's production to be shipped in December, January, February, and March; $8\frac{1}{2}$ per cent in April; 6 per cent in May; and $5\frac{1}{2}$ per cent in June and July. Total production of cheese to be shipped during August, September, October, and November; 10 per cent of the production to be shipped each month from December to April, inclusive; 7 per cent of production to be shipped in May, June, and July.

Absolute control of butter and cheese export by the Dairy Produce Export Control Board will be exercised in August, 1926, and although forward selling will not be prohibited by the board if in its opinion the interests of producers are not prejudiced thereby, it is understood that the bulk of the business will continue to be distributed through the usual channels established by the United Kingdom provision merchants.

MACHINE TACKS IN THE ENGLISH MARKET: A CORRECTION

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, writes under date October 9, 1925, that he has been advised by the British United Shoe Machinery Company Limited of Leicester that they are not the firm referred to in the report on "Shoe Accessory Possibilities in the Midlands of England"—published in *Commercial Intelligence Journal* No. 1127 (September 5, 1925)—as imposing as a condition of purchase that in the event of the stoppage of any of the machines due to the use of tacks other than their own make, the manufacturer refuses to allow their mechanics to make the necessary adjustment. No conditions of this kind, it is stated, are imposed by them.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Notice to Canadian Exporters to Australia

Particular attention is directed to the portion of the Australian Customs Memorandum in which is set forth "the combined certificate of value and origin" required in respect of goods on which preferential (or intermediate) tariff treatment is extended, whether exported from Canada, or the United Kingdom, or from other British Dominions with which a trade agreement is in force or may be entered into. (See F.T.D. Leaflet No. 3C issued by the Department of Trade and Commerce, Ottawa.)

It should be clearly understood that "the certificate of value" only is required in respect to goods of any origin which are not entitled to the Australian preferential (or intermediate) duties.

The trade agreement recently made between Canada and Australia provides for preferential or intermediate duties on the appended list of goods and products of Canadian origin to the invoicing of which "the combined certificate of value and origin" will apply:—

- (1) Fish, smoked or dried (not salted), or preserved by cold process.
Fish, preserved in tins or other air-tight vessels.
Fish, potted or concentrated, extracts of, and caviare.
Fish, not otherwise included in tariff.
Fish, oysters, fresh, in the shell.
- (2) Gloves of textile (not rubber).
- (3) Machinery, linotype, monotype, monoline, and other type composing machines; printing machines and presses; typewriters (including covers); machinery used exclusively for and in the actual process of electrotyping and stereotyping; aluminium rotary graining machines; adding and computing machines and all attachments.
Machinery, cash registers.
- (4) Paper, news printing, not glazed, mill-glazed, or coated, in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent.
Paper, printing, n.e.i. (glazed, unglazed, mill-glazed, or coated), not ruled or printed in any way, in rolls not less than 10 inches by 25 inches or its equivalent.
Paper, printing, not elsewhere included in tariff.
Paper, writing and typewriting paper (plain), not including duplicating, in sheets not less than 16 by 13 inches.
- (5) Apparel, corsets.
- (6) Iron and steel tubes or pipes (except riveted, cast, close-jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes.
- (7) Goloshes, rubber sand boots and shoes and Plimsolls.
- (8) Vehicle parts, motor chassis, assembled or unassembled, but not including rubber tires.

Vehicle parts, not elsewhere included in tariff, including undergear (inclusive of axles, springs, and arms), axles, springs, hoods, wheels and bodies.

A copy of Appendix C of the memorandum, which gives a list indicating the goods which for preference purposes will be deemed to be goods of a class or kind not commercially manufactured in Australia, may be obtained upon application to the Department of Trade and Commerce, Ottawa. *Of Canadian goods entitled to preference, however, only corsets, rubber footwear, and vehicle parts, n.e.i., are at present being commercially manufactured in Australia and will be required to be of 75 per cent Canadian origin to receive preferential treatment.* All other Canadian goods to which preference has been extended may be admitted under preferential rates if they contain 25 per cent Canadian labour and/or material. It should be remembered, however, that if any goods are "wholly produced or manufactured" in Canada, they will qualify for preference even though the 75 per cent or 25 per cent requirements, respectively, be not met. The term "wholly produced or manufactured" is defined in paragraphs 20 (a) and 21 (a) of the customs memorandum dealing with preference conditions, and are reproduced in F.T.D. Leaflet No. 3C issued by the Department of Trade and Commerce, Ottawa.

Christmas Trees Entering United States Now Dutiable

United States "Treasury Decisions", published October 15, 1925, contains a decision of the Court of Customs Appeals (T.D. 41128) relative to the duty on Christmas trees, i.e. young conifers cut and imported with the limbs on. It had been decided by the Board of General Appraisers (T.D. 40447) about a year ago that such trees were free of duty under paragraph 1703 of the tariff as "sticks . . . of . . . woods, not specially provided for, in the rough," rather than as unenumerated unmanufactured articles under paragraph 1459. The present decision reverses this ruling and declares that Christmas trees are to be classified as non-enumerated unmanufactured articles under paragraph 1459. Under this heading the rate of duty is 10 per cent ad valorem. It is stated in the decision that while the word "stick" is elastic in its meaning and may be applied to a great variety of things of wood, such as a stick of timber, a stick of firewood, a stick of pulp-wood, yet the word "stick" itself, it is thought, does not, in the common acceptation, mean a tree, large or small, simply severed from the ground and nothing else.

Famine Relief Surtax in China

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, writes under date September 28, 1925, that official notification has been received from the Chinese Maritime Customs that a surtax on all goods entering China ports will be effective as from November 1, 1925, for a period of four to six months. This surtax will be at the rate of an additional 10 per cent of the duty applicable to the commodity concerned. Shippers are notified that this surtax will not apply to goods shipped to China prior to November 1st, 1925.

Trade Convention between Canada and the Netherlands Brought into Force

The convention of commerce entered into between Canada and the Netherlands, including the Netherlands Indies, Surinam, and Curacao, on July 11, 1924, was brought into force as from October 28, 1925, when an exchange of the instruments of ratification was effected at Ottawa in accordance with Article V of the agreement. This convention, briefly stated, provides for reciprocal exchange of most-favoured-nation treatment in tariff matters of goods shipped from one country to the other. The convention required the usual ratification by the Parliament of Canada and by the competent authority in the Netherlands. A Canadian Act confirming the agreement was assented to on June 12, 1925, and all that was required to give effect to the agreement was the exchange of ratifications which has now taken place.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 2, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 2, 1925. Those for the week ending October 26, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		October 26, 1925	November 2, 1925
Britain £	1.00	\$4.86	\$4.8450
Czecho-Slovakia Crown	1.	.203	.0296
France Fr.	1.	.193	.0428
Italy Lire	1.	.193	.0400
Holland Florin	1.	.402	.4026
Belgium Fr.	1.	.193	.0449
Spain Pes.	1.	.193	.1434
Portugal Esc.	1.	1.08	.0515
Switzerland Fr.	1.	.193	.1926
Germany Reichs Mk.	1.	.238	.2381
Greece Dr.	1.	.193	.0138
Norway Kr.	1.	.268	.2035
Sweden Kr.	1.	.268	.2677
Denmark Kr.	1.	.268	.2466
Japan Yen	1.	.498	.4112
India R.	1.	2s.	.3685
United States \$	1.	\$1.00	1.0000
Mexico \$	1.	.498	.3700
Argentina Pes.	1.	.424	.4118
Brazil Mil.	1.	.324	.1512
Roumania Lei	1.	.193	.....
Jamaica £	1.	4.86	4.8625
British Guiana \$	1.	1.	
Barbados \$	1.	1.	
Trinidad \$	1.	1.	
Dominica \$	1.	1.	
St. Kitts \$	1.	1.	
Grenada \$	1.	1.	
St. Vincent \$	1.	1.	
Tobago \$	1.	1.	
Shanghai, China Tael	1.	.708	.7912
Batavia, Java Guilder	1.	.402	.4050
Peru Pound	1.	4.86½	4.0000
Singapore, Straits Settlements .. \$	1.	.567	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHELBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBER OF COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1487. APPLES.—Argentine importer wishes to import fresh apples from Canada. Samples, prices and full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1488. POTATOES.—Argentine importer wishes to make arrangements with a Canadian exporter of potatoes. Full particulars, including prices, should be sent to the Canadian Trade Commissioner at Buenos Aires.

1489. PEAS.—Firm of millers in Glasgow wish to get in touch with Canadian firm who can supply what is known in the Glasgow trade as "Canadian White Peas," in lots of 25/100 tons.

Miscellaneous

1490. WHEAT.—A firm in Genoa are anxious to open up connections with Canadian exporters.

1491. PAPER.—Argentine importer wishes to receive samples and prices from Canadian manufacturers of bond and flat paper. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1492. SOLE LEATHER.—An aggressive British import house are seeking connections with Canadian tanneries for oak and hemlock sole leather; light colour preferred. Samples and c.i.f. prices China ports are requested.

1493. GRAMAPHONE PARTS.—Argentine manufacturers' agent wishes to hear from Canadian manufacturers of gramophone parts. Catalogues, prices, and full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1494. PHARMACEUTICAL PRODUCTS.—Argentine importer wishes to hear from Canadian manufacturers of pharmaceutical products. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1495. CARPETS.—Argentine importer wishes to receive catalogues and prices of carpets. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1496. PIANOS AND ORGANS.—Argentine manufacturers' agent wishes to represent a Canadian manufacturer of pianos and organs. Catalogues, prices, and full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1497. WOODEN DOORS.—Argentine importer wishes to receive quotations and specifications of wooden doors. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1498. SPORTING GOODS.—Argentine importer wishes to receive catalogues and prices from Canadian manufacturers of sporting goods. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1499. ENAMELWARE.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of enamelware. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1500. CONSTRUCTIONAL STEEL.—Argentine importer wishes to receive quotations from Canadian manufacturers of constructional steel. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1501. CHAINS, NON-SKID.—Argentine manufacturers' agent wishes to obtain the exclusive agency of a Canadian manufacturer of non-skid chains. Samples, prices, and full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1502. FLOUR-MILLING MACHINERY.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of flour-milling machinery. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG, LONDON.—Antonia, Nov. 14; Ausonia, Nov. 21—both Cunard.

To LIVERPOOL.—Megantic, Nov. 14; Regina, Nov. 21; Canada, Nov. 27—all White Star-Dominion; Aurania, Anchor-Donaldson, Nov. 13; Montcalm, Nov. 13; Montclare, Nov. 20—both Canadian Pacific.

To LONDON.—Bothwell, Nov. 14; Bolingbroke, Nov. 21—both Canadian Pacific; Canadian Aviator, Nov. 11; Canadian Trapper, Nov. 21—both C.G.M.M.; Ariano, Furness, Withy, Nov. 21.

To AVONMOUTH.—Welshman, Nov. 14; Colonial, Nov. 21; Oxonian, Nov. 28—all White Star-Dominion; Salacia, Anchor-Donaldson, Nov. 14.

To SOUTHAMPTON.—Minnedosa, Canadian Pacific, Nov. 18.

To NEWCASTLE AND LEITH.—Cairnavon, Nov. 13; Cairnross, Nov. 20—both Thomson Line.

To MANCHESTER.—Manchester Regiment, Manchester Liners, Nov. 12.

To CARDIFF AND SWANSEA.—Canadian Commander, C.G.M.M., Nov. 20.

To GLASGOW.—Carmia, Nov. 13; Letitia, Nov. 20—both Anchor-Donaldson; Metagama, Nov. 5; Marburn, Nov. 19—both Canadian Pacific.

To HULL.—Ariano, Furness, Withy, Nov. 21.

To DUBLIN.—Carrigan Head, Head Line, Nov. 22.

To BELFAST.—Dunaff Head, Nov. 12; Carrigan Head, Nov. 22—both Head Line

To ST. JOHN'S, NFLD.—Hitherwood, Canada SS., Nov. 11; Canadian Sapper, C.G.M.M., Nov. 24.

To WEST COAST NEWFOUNDLAND.—Nayarit, Clarke SS., Nov. 11.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, C.G.M.M., Nov. 17.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Can. Pacific, Nov. 24.

To BERMUDA, NASSAU (BAHAMAS), KINGSTON (JAMAICA) AND BELIZE.—Canadian Forester, C.G.M.M., Nov. 11.

TO NORWEGIAN PORTS.—Norefjord, Norwegian-American, Nov. 10.
 TO COPENHAGEN AND BALTIC PORTS.—Svend, Scandinavian-American Line, Nov. 15.
 TO ANTWERP.—Canadian Aviator, Nov. 11; Canadian Trapper, Nov. 21—both C.G.M.M.;
 Minnedosa, Canadian Pacific, Nov. 18.
 TO ROTTERDAM.—Samnanger, Nov. 14; Welland County, Nov. 23—both Intercontinental
 Transports.
 TO HAVRE.—Brant County, Intercontinental Transports, Nov. 20.
 TO HAMBURG.—Hastings County, Nov. 10; Essex County, Nov. 21; Grey County, Nov.
 26—all Intercontinental Transports; Bolingbroke, Canadian Pacific, Nov. 21.
 TO ITALIAN PORTS.—Vallarsa, Nov. 10; a steamer, Nov. 25—both Lloyd Mediterraneo
 Italian Service.
 TO AUSTRALIAN PORTS.—Canadian Conqueror, C.G.M.M., Nov. 22.
 TO NEW ZEALAND PORTS.—Trekieve, New Zealand SS., Nov. 16; Canadian Britisher,
 C.G.M.M., Nov. 20.
 TO SOUTH AFRICAN PORTS.—Calumet, Elder Dempster, Nov. 15.
 TO SOUTH AMERICAN PORTS.—Dayton, Houston Line, Nov. 10.

From Quebec

TO LIVERPOOL.—Megantic, Nov. 14; Regina, Nov. 21; Canada, Nov. 27—all White
 Star-Dominion; Montnairn, Canadian Pacific, Nov. 25.
 TO SOUTHAMPTON.—Empress of France, Canadian Pacific, Nov. 11.
 TO AVONMOUTH.—Welshman, Nov. 14; Colonian, Nov. 21; Oxonian, Nov. 28—all White
 Star-Dominion.

From Halifax

TO CARDIFF AND SWANSEA.—Canadian Mariner, C.G.M.M., Dec. 4.
 TO HULL.—Comino, Nov. 10; Ariano, Nov. 24; Valemore, Dec. 6—all Furness, Withy.
 TO LIVERPOOL.—Hoosac, Nov. 10; Sachem, Nov. 23; Savannah, Nov. 29; Newfound-
 land, Dec. 5—all Furness, Withy.
 TO MANCHESTER.—Manchester Regiment, Nov. 16; Manchester Merchant, Nov. 21;
 Manchester Citizen, Dec. 1—all Furness, Withy.
 TO LONDON.—Comino, Nov. 10; Jessmore, Nov. 15; Ariano, Nov. 24; Incemore, Nov.
 30; Valemore, Dec. 6—all Furness, Withy.
 TO ST. JOHN'S, Nfld.—Sachem, Nov. 23; Newfoundland, Dec. 5—both Furness, Withy;
 Hethpool, Farquhar SS., Nov. 21 and Dec. 5.
 TO PORT AUX BASQUES, CORNER BROOK, CURLING, ETC.—Sable I., Farquhar SS., Nov. 19
 and Dec. 3.
 TO BURIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS,
 Nov. 11 and 25 and Dec. 9.
 TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST.
 VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chignecto, Nov. 20; Teviot, Dec. 4—both
 R.M.S.P. Co.
 TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M.,
 Dec. 5.
 TO ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Volunteer,
 Nov. 27; Canadian Carrier, Dec. 11—both C.G.M.M.
 TO SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Dec. 2.
 TO SANTIAGO, KINGSTON AND MONTGO BAY.—Andalusia, Pickford & Black, Nov. 18.

From Vancouver

TO YOKOHAMA AND KOBE.—Yonan Maru, Osaka Shosen Kaisha, Nov. 20.
 TO YOKOHAMA, KOBE AND HONG KONG.—Philoctetes, Blue Funnel, Dec. 3.
 TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of
 Asia, Nov. 12; Empress of Canada, Nov. 27; Empress of Russia, Dec. 11—all Canadian
 Pacific.
 TO YOKOHAMA, KOBE, MOJI, DAIREN AND SHANGHAI.—London Maru, Nov. 17; Alabama
 Maru, Nov. 26; Paris Maru, Dec. 4—all Osaka Shosen Kaisha.
 TO AUSTRALIAN AND NEW ZEALAND PORTS.—West Nivaria, Nov. 13; West Nilus, Dec. 6
 —both Pacific-Australian Line.
 TO LONDON AND LIVERPOOL.—Cardiganshire, Nov. 16; Noorderdyk, Nov. 30—both North
 Pacific Coast Line.
 TO BORDEAUX, HAVRE AND ANTWERP.—Notre Dame de Fourviere, Nov. 16; Indiana,
 Dec. 5—both Cie. Gle. Transatlantique (French Line).
 TO HAMBURG AND ANTWERP.—Montgomeryshire, North Pacific Coast Line, Nov. 27.
 TO ROTTERDAM.—Cardiganshire, Nov. 16; Noorderdyk, Nov. 30—both North Pacific
 Coast Line.
 TO HAVRE.—Montgomeryshire, North Pacific Coast Line, Nov. 27.
 TO MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Cherca, Nov. 18; Leme, Nov-
 Dec.—both Navigazione Libera Triestina.
 TO WEST INDIES AND EAST COAST OF SOUTH AMERICA.—Hollywood, early November;
 West Jappa, early December—both Pacific-Argentine-Brazil Line.

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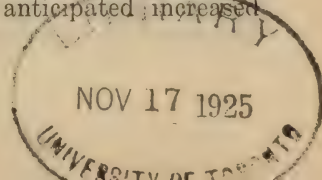
CANADIAN FOOD PRODUCTS IN GREAT BRITAIN

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, October 16, 1925.—The campaign in this country to induce the public to buy Empire-produced foodstuffs shows no signs of abatement, and indeed seems to be gaining increased momentum judging by the daily press and enquiries at this office. The task is a big one and must be sustained to be really effective. The initial impulse to this movement was given by the Wembley Exhibition, and so far as Canada is concerned, by the window displays of Canadian food products shown in important grocery establishments in many of the principal cities, including Glasgow, Edinburgh, Belfast and Inverness.

The propaganda for buying Empire goods is being carried on by several private organizations, and the British Government has appropriated, through the Imperial Economic Committee, the sum of £650,000 per annum to be expended in the work of educating the public to the wisdom of purchasing Empire goods in preference to those of foreign manufacture.

While this campaign does not appear to have received the publicity in Canada which its importance deserves, it is essential that all concerned in production and export to Great Britain should realize its value and the opportunities thereby created in the British market. The demand will only be satisfied if the products concerned are of equal quality and price with those obtainable from foreign sources, and every attempt should be made to meet foreign competition in all respects, for only by so doing can the anticipated increased demand be permanently held.



At a meeting a few days ago of the members of the trade, the Earl of Clarendon, the principal speaker, made an address on "Empire Produce." In the course of his remarks he stated that it might truthfully be said that a new era had set in in this country in so far as Empire produce was concerned. He quoted from a letter from the chairman of one of the largest stores in the country:—

May I suggest that now is a very opportune time for food retailers up and down the kingdom to unite in a real effort to popularize Empire-produced foodstuffs. On the score of variety, attractiveness and value these foodstuffs compare favourably with the products of other countries. Our own experience proves that once the public are properly shown and told about these Empire foods they buy them freely enough. The trouble seems to be that so few really know anything about them, and lack of interest in them follows. A whole-hearted effort on the part of retail food distributors to bring the virtues of these foodstuffs right home to the people by special displays and personal propaganda would, I am sure, be excellent business, not only for the Empire, but for the individual trader.

Another speaker stated that Empire goods would eventually stand or fall by their *quality* and the way they were *delivered*.

These speeches appear to have had an immediate effect. An important Grocers' Association in the north of England, which represents distributors throughout the north, has decided on active propaganda in support of Empire products. The feeling in the trade is that there is a great future for these commodities if the producers will redouble their efforts to improve quality and grading, for it is the general opinion that they have a long way to go before they can compete in these respects with some of the foreign producers, notably Denmark. However strong sentiment may be in favour of Empire produce, nothing is to be gained by hiding the fact that the goods cannot be sold on sentiment alone. From all accounts the boom seems to have caught the public fancy, for there has been a big increase in the sales of Empire foods as a result of the campaign.

PER CAPITA TRADE

At the meeting above referred to the principal speaker gave some interesting figures of the trade which this country enjoys with the British Dominions as compared with that with foreign countries. For instance, New Zealand purchased last year per head of population United Kingdom exports to the amount of £15 15s. 3d., Australia £10 11s. 4d., South Africa £4 3s. 4d., Canada £3 2s., and the United States 9s. 6d. In other words each New Zealander purchased more than thirty times as much from Great Britain as did each citizen of the United States. In this connection he stated, what is indeed obvious, "that an increase in imports from the Dominions and Colonies would *automatically* increase British exports to them." That economic rule works both ways, and so it is equally true that an increase of imports from Great Britain into the Dominions would automatically increase Dominion exports to the British market.

THE QUESTION OF RECIPROCAL TRADE

Canada's exports to the United Kingdom are invariably greatly in excess of her imports. During the past three years, for example, the average annual excess was in the neighbourhood of 175 million dollars. To greatly increase Canada's exports to her principal customer, with the trade balance already heavily in favour of the Dominion, and to a market which is being continually searched for trade extension in every commodity that the Dominion can ship, is a very different task indeed from introducing her products into a virgin field in some other part of the world. There is such a thing as the saturation point under unimproved conditions, and while the British market is by no means saturated with Canadian food products and there is great room for expansion, such expansion would be easy to realize if every possible means of improved production and grading, elimination of waste, cheaper freight rates, personal

study of requirements and, where possible, advertising, should be adopted. The saturation point could be removed to a great and safe distance if, in addition to this, the people of the Dominion, when compelled to buy outside the Dominion, would insist to an increasing extent on having goods made in Great Britain. There can be little doubt that, enormous as are the Dominion's exports to the mother country, a large expansion in this trade is retarded at the outset by the fact that Canada buys most of her imports from the United States. An increased flow of goods from Great Britain to Canada instead of from foreign countries, which through high tariffs take so little in return, would increase the prosperity of the Dominion by adding to the demand from Great Britain for food products and other commodities.

In the matter of freight rates, it hardly needs stating that if Atlantic west-bound ships carried considerable cargoes of British goods to the Dominion, instead of being almost empty, Canadian products on eastern voyages would not have to pay almost the whole cost of the double journey, and would thereby have a better chance to compete in the British market, or would yield larger profits.

There are people who have advocated the shutting out, as far as possible, of imports into the Dominion from all sources, while quite content that the Dominion's export trade should flourish and grow. Such an attitude is divorced from economic realities. While that state of affairs would be very agreeable to the people of other countries, who would thereby receive Canada's products without payment, it would hardly add to the prosperity of the Dominion. So long as the Dominion produces wheat and other grains, flour and dairy products, lumber, and pulp and paper, and so on, in excess of the requirements of the Canadian people, and exports them, so long will it be necessary to receive imports of much the same value in payment. A very large "favourable" balance of trade with the rest of the world cannot continue indefinitely (apart from interest payments on exterior indebtedness) unless the country is willing to invest capital, represented by the excess of exports over imports, abroad. And even the fruits of these investments, in the way of interest, could not be enjoyed by the owners, unless equivalent goods were imported. An excess of exports is merely the building up in other countries of a capacity to import. If the imports do not take place, the loans abroad cannot return.

There is no escape from an import trade of very nearly the same proportions as the export trade of a country (taking into account invisible items such as shipping and banking services and interest payments made or received), unless the country is willing to invest capital abroad, and there does not seem to be any question that it is to the economic interest of the Dominion to give as much of that trade as possible to Great Britain.

WEST OF ENGLAND SLATE. TRADE INVESTIGATION

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, October 29, 1925.—A Nova Scotia firm interested in opening up a slate quarry entailing low production costs recently wrote asking for a report on possibilities in the Midlands and West of England for roofing slates. The following may prove of general interest.

SOURCES OF SUPPLY

The chief source of supply and the highest quality slates come from the Welsh quarries, and include the Bangor, Carnarvon, Portmadoc and Westmorland varieties.

The best Bangor slates from the Carnarvon district are purple and blue purple. Portmadoc is a good blue slate from the Festiniog quarries; Portmadoc

is the name of the shipping port. A dark blue slate of excellent quality comes from the Bettws-y-Coed quarries.

Probably the best green slates for colour and durability come from Westmorland. These are not made to size and are not sold by the mille of 1,200 but usually by weight, the colour varying from light to dark green. A good slate also comes from Cornwall and is grey-green or mottled green in colour.

Continental slates, principally from France and Belgium, are imported in large quantities owing to lower costs and scarcity of Welsh supplies.

A Bristol firm used to import slates from the United States, but gave up the business owing to high freight rates which made this source of supply non-competitive.

SIZES AND PRICES

There are about twenty different sizes used, ranging from 26 in. x 16 in. down to 12 in x 8 in., the popular sizes used in this district being 24 in. x 12 in., 22 in. x 12 in., 20 in. x 10 in., 14 in. x 12 in. and 13 in. x 10 in.

Prices vary considerably owing to the various qualities on the market, and one quarry will produce more than one quality of slate. The following prices are Welsh slates of medium quality on rail Bristol per ten hundred (M):—

	<i>Bangor</i>				<i>Portmadoc</i>			
24 in. x 12 in.	£29	0s.	4d.	(\$141.21)	£28	7s.	6d.	(\$138.08)
22 in. x 12 in.	£26	6s.	10d.	(\$128.19)	£25	17s.	0d.	(\$125.79)
20 in. by 10 in.	£19	17s.	0d.	(\$ 96.59)	£19	10s.	3d.	(\$ 94.95)
14 in. by 12 in.	£12	16s.	0d.	(\$ 62.29)	£12	16s.	0d.	(\$ 62.29)
13 in. by 10 in.	£ 8	17s.	0d.	(\$ 43.06)	£ 8	17s.	0d.	(\$ 43.06)

(Exchange is calculated at \$4.86 to pound sterling throughout this report.)

The slate trade in England is generally based on a per thousand basis of 1,200 slates (per M). On this count prices ranging from £23 10s. (\$114.36) at quarry to £24 10s. (\$119.23) for best Bangor supplies, size 10 inches x 20 inches, have been supplied by responsible Midland contractors.

Another important Leicester firm of slate and builders' merchants who import large quantities of best quality French slates give a price of £16 5s. (\$79.07) per 1,260 on truck Zeebrugge for size 10 inches by 20 inches. These slates are loaded at the quarry in France and come direct to England by truck ferry. These trucks go forward to whatever station may be required in the United Kingdom without rehandling. Freight across works out to 8s. 6d. (\$2.06) per ton or approximately 13s. 6d. (\$3.28) per 1,260.

It is interesting to note the various names for different sizes. For instance, slates of size 10 inches x 20 inches are known as "Countesses" in the trade, whilst those of size 24 inches x 12 inches are commonly known as "Duchesses," and 24 inches x 14 inches as "Princesses."

CANADIAN POSSIBILITIES

Canadian supplies of slates are absolutely unknown on this market, and an examination of Canadian trade returns of imports and exports will reveal the reason. Several firms interviewed or written to were interested to see samples and quotations and, if satisfactory, several are prepared to consider direct purchases or representation. The question of proper splitting and good quality is equally as important as price, and it remains to be seen if Canada can add this product to the already long list of her exports to the United Kingdom.

TRADE AND LABOUR CONDITIONS IN THE MIDLANDS

TRADE COMMISSIONER DOUGLAS S. COLE

Absorption of Labour in Industry

Bristol, October 28, 1925.—Increasing and steady progress is reported in the Birmingham engineering trades. Undoubtedly the rapid development of motor and motor cycle industries has been the principal cause of the reabsorption of skilled labour in the Midlands. In twelve months, unemployment has been reduced one-third, and late returns give a percentage of 9 compared with 13.3 for all engineering branches in the district. Statistics are generally uninteresting and often unintelligible, but the importance of a strong advance in a key industry cannot be denied. That this advance has been sectional is indicated by the general percentage of unemployment, which is 11.3 compared with 13.1 this time one year ago.

The electrical engineering trades are busy and power development is increasing, although at a slower rate than on the North American continent. The Minister of Transport prophesies that in twelve or fifteen years from now the general supply of electricity in Great Britain will have grown at least 500 per cent. A great advance in the electrification of railways is forecast by the action of the Southern Railway, which has led to more orders given to producers of transmission, traction equipment and rolling stocks.

Employment Barometer in Midlands

Of the 1,401,000 unemployed persons on the registers of the exchanges in the country at the end of September, 1,106,000 were men, 221,000 women, and the remainder boys and girls. This total is 196,000 more than exactly one year ago, and is attributable chiefly to the slump in the coal fields of which South Wales has played a leading part.

Employment has fluctuated in the Midlands, but on October 12 there were 133,234 unemployed for the district, of which 24,766 were in Birmingham. On the same date in 1924, the figures were relatively 146,741, and 36,542. A decrease of one-third in unemployment is certainly a worthy achievement. In the remainder of the area gains in the motor trade and its accessories have been offset by losses in the heavy industries and coal mining.

By way of comparison, France at the end of September has 10,000 out of work, but counterbalanced by 11,000 vacancies waiting to be filled. Germany in August had 1,113,000 applications for employment, with vacancies reported at half that number.

Another comparison shows that in England, trade union members unemployed total 11.4 per cent; in Norway 8.8 per cent; in Canada at the end of August, 4.4 per cent.

Flourishing Motor and Cycle Trades

Coventry and Wolverhampton motor car manufacturers report business at Olympia the best in their records. Motor cycle manufacturers are in a strong position with a healthy export trade and a satisfactory home market.

Home manufacturers state that they have a more secure footing in meeting foreign competition than ever before, and the motor show was conspicuous by the lack of attention paid to foreign exhibitors.

ADVANTAGES OF IDENTIFICATION OF CANADIAN CONFECTIONERY IN SOUTH AFRICA

TRADE COMMISSIONER G. R. STEVENS

Cape Town, October 13, 1925.—The marked success of one or two brands of Canadian confectionery in South Africa has created a preference in favour of Canadian box chocolates, which is not being fully exploited at present. Not only to the trade but to the customer, the designation "Canadian Chocolates" is illuminating; the boxes, the packing and the quality of Canadian goods are alike satisfactory. It is therefore somewhat surprising to find that of the five Canadian confectionery manufacturers selling box chocolates in South Africa, only one has any legend or description on the boxes which will identify their confectionery as being of Canadian origin.

The reason for this oversight, of course, lies in the fact that Canadian manufacturers use the same boxes for export as they supply to the domestic trade, where the manufacturer's name or trade mark is sufficient identification. On the other hand, with the United States a casual exporter of confectionery, the foreign markets which Canadian manufacturers are building for themselves upon the strength of distinctive North American qualities and designs, warrants a greater advertising of the Canadian origin of such high-class confectionery.

All Canadian confectionery exported should have some Canadian identification upon the boxes.

Within the last few months, a South African manufacturer has been flooding the domestic market with boxed chocolates which he labelled "Canadian Chocolates." When the violation of the Trade Marks and Copyright Act was brought home to this manufacturer, and he was forced to withdraw the designation "Canadian Chocolates," he countered by bringing out, in spite of threats of court action, a similar description which would still tend to link his products with Canada. This incident illustrates the prestige which Canadian confectionery has attained, and which Canadian exporters might do more to capitalize.

It is also noteworthy that Canadian firms shipping to this market have depended very largely upon their goods to sell themselves, and have not proffered any advertising assistance to their agents. The chief Canadian supplier to this market, it is true, does furnish a certain amount of retail fixtures with shipments, a course which could be adopted with profit by the others. The local situation should be visualized. There is 35 per cent protection in favour of the local confectionery manufacturers, and this protection restricts the sale of imported sweets to the top ranges, to the highest class of demand. To this class of custom advertising appeals immensely, and to hold ground, imported goods must undertake advertising commensurate with that undertaken by the local manufacturers. On account of the high protection of the South African printing industry, it is impossible for the local manufacturers to import advertising matter. South African advertising does not compete, either in impact or in appeal, with that of either Great Britain or Canada. The opportunity for supplying importers of Canadian confectionery with Canadian advertising materials should not be overlooked.

The principal German supplier of high-class confectionery has again entered this market, opening chain shops in a number of the principal centres.

It seems doubtful if the increased duties have hurt the box chocolates trade to any extent as yet, but bulk lines are suffering somewhat. The quality of local manufactures leave much to be desired—a fact which the public seems to realize. Sooner or later, however, the high duties will undoubtedly reduce the import of confectionery; but it is probable that the high-class and well-established Canadian goods will be the last to suffer.

BUSINESS CONDITIONS IN SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER R. S. O'MEARA

Cape Town, October 13, 1925.—Distinct signs of improvement in business conditions throughout the Union have been somewhat checked by the shipping strike (now over), which lasted for forty-eight days and resulted in considerable confusion and inconvenience to importers and the commercial community generally. Buyers have naturally held back on indents in view of uncertainty of delivery; direct shipments from Canada have not been affected, but mails both coming and going have been delayed.

Maize export is progressing satisfactorily, well over half of the exportable surplus having left Union ports, and the first season of fruit export under direction of a Central Control Board seems so far to have been a success.

Rain has been fairly plentiful in the Cape and in the Tranvaal, and agricultural conditions throughout the Union are satisfactory. Most centres report continued activity in building trades.

TAXATION OF SOUTH AFRICAN REPRESENTATIVES OF OVERSEAS FIRMS

Mr. G. R. Stevens, Canadian Trade Commissioner in Cape Town, writes under date October 3, 1925, that in the closing hours of last session of Parliament an Act consolidating existing income legislation was passed by both Houses. Section 18 of this Act (which is No. 40 of 1925), which will operate more or less as an indirect tax upon oversea firms represented in South Africa, payable by them through their agents, reads as follows:—

When any sale of goods is effected by any agent within the Union for or on behalf of any person outside the Union or the mandated territory of Southwest Africa or whose chief office or place of business is outside the Union or such territory the person for whom or on whose behalf such sale is effected by the agent shall be deemed to have derived therefrom a taxable income from a source within the Union and the following provisions shall be applicable thereto:—

- (a) The taxable income deemed to be so derived shall if such taxable income cannot in the opinion of the Commissioner be otherwise satisfactorily determined be an amount equal to five pounds per centum upon the net amount for which the goods in question were sold;
- (b) a sale shall be deemed to have been effected by an agent within the Union if any person within the Union received or became entitled to receive a commission in respect of the sale of such goods for or on behalf of any person outside or whose chief office or place of business is outside the Union or the said territory or was or became entitled to be paid a salary for obtaining orders for or influencing the sale of such goods and every person receiving or being entitled to receive any such commission or salary shall be deemed to be an agent for the purposes of this section;
- (c) every such agent as regards any taxable income deemed to be derived from a source within the Union under the terms of this section shall have in respect thereof all the responsibilities, liabilities, rights and powers conferred upon a representative taxpayer under the provisions of Part 11 of Chapter 111 of this Act.

INDIAN GOVERNMENT PURCHASES: DEVELOPMENT OF INTERNAL SUPPLIES

The creation of the Indian Store Department in 1922 was intended to give practical effect to the policy laid down by the Government of India more than forty years ago of encouraging, by the purchase of material in India, the building up of industries, the capital, control, and management of which should be largely in Indian hands, and of giving preference to stores of indigenous origin

over goods manufactured abroad, but with due regard to the interests of the Indian taxpayer, according to the *London Times Trade Supplement*. The Industrial Commission, presided over by Sir Thomas Holland during the war, found that Government departments were not making full use of the manufacturing resources of India, and they attributed this condition of affairs to lack of co-ordinated information regarding supplies and to the non-existence of inspecting agencies. The creation of the Indian Store Department was designed to overcome these obstacles, and the report shows that rapid progress has been made.

Despite the recommendations of the Retrenchment Committee, the Government of India, with the support of public opinion, have expanded the organization of the department, and last year agencies were established in various important centres at which the department was not previously represented.

TOTAL TRANSACTIONS

The aggregate value of the purchases rose from \$5,025,000 in 1923-24 to \$7,770,000 in 1924-25, or by 55 per cent. This increase was mainly the outcome of the establishment in the previous year of organization for the purchase of engineering and allied manufactures, the value of which rose by 150 per cent to nearly \$3,700,000.

New work has been thrown on the department by the policy of protection of the steel industry. The Director of Inspection and the Metallurgical Inspector are the officers selected to certify for the payment of bounties on iron and steel railway wagons, and on steel rails, fishplates, and steel ingots. Use is also made of the department as an advisor regarding the facilities to be provided under the Steel Protection Act for the technical training of Indians in their works by firms which desire to qualify for the bounties.

PURCHASE OF FOREIGN STORES

A feature which should be noted in this country with special care is that the department purchases a large quantity of stores of foreign origin, including expensive plant and machinery of a highly specialized nature. Rapid progress was made in the substitution of Indian textiles for those of foreign origin, the proportion of the former having risen to 98 per cent, or 15 per cent more than in the first year of the work of the department.

The proportion of other Indian manufactures purchased by the department continues to be low. In the words of the report of the department, the total transactions "represent but a fraction of the total requirements of the State and the large public bodies." This is ascribed to the comparative backwardness of the engineering and allied industries in India, but it is observed that no opportunity was neglected, consistently with the maintenance of the requisite standard of efficiency and economy, to obtain indigenous products of these classes. Note is taken of the fact that there is increasing utilization of the inspection facilities the department provides by authorities who continue to make their own purchases and by certain manufacturing and other firms. Further progress was made in the direction of exploring for indigenous sources of supply and of encouraging firms by various means to create new sources and to improve the quality of their products. Every opportunity which presented itself to the department, by means of the scrutiny it makes of indents on the Director-General of the Indian Store Department, London, or by other means was taken to place the purchasing department in touch with Indian supplies.

THE ECONOMIC SITUATION IN THE UNITED STATES

The United States Department of Commerce in an economic review of the fiscal year ending June 30 says:—

Taking the nation at large the outstanding features of the fiscal year were: the high rate of production, consumption and exports; high real wages; the absence of any consequential unemployment; continued growing efficiency in management and labour; continued expansion in application of scientific discovery, in such fields as electric power and light, the gas engine, and radio. There were industrial patches where progress lagged, as in the New England textile industry, some sections of the agricultural industry, and the bituminous coal industry. Nevertheless the standard of living of the country as a whole was the highest in our history, and therefore the highest in all history.

A large volume of new construction and a further expansion of automobile production were the chief features of the industrial situation. Contracts let for commercial and industrial buildings showed an especially large increase during the first half of 1925. The total manufacturing output was also larger and there was a slight increase in the number of factory employees. Production of minerals and forest products, on the other hand, was somewhat smaller than in 1923-24, although much larger than in other post-war years.

Retail trade increased during 1924-25 and was larger than in any previous year on record. The expansion of mail order sales amounted to 10 per cent, as a result of improved buying power among the farm population, caused by the fact that prices of farm products and foods advanced 9 per cent and 7 per cent, respectively, as compared with decreases in the wholesale prices of most other commodities. As a result of higher food prices, the cost of living has shown a slight increase.

Advances in prices of agricultural commodities, together with a large volume of production and marketing, caused the farm income to reach a greater total in the crop year 1924-25 than in any year since 1920-21. Price advances were very pronounced in the case of the various grains. Some weak spots continue, but the general situation is much improved.

Exports and imports both showed substantial increases in the fiscal year. The excess of merchandise exports amounted to \$1,041,000,000 in contrast with excesses of imports in most other recent years. The balance of exports of merchandise and gold has been largely covered by American loans to foreign countries.

TRADE POSSIBILITIES IN PERU

The Republic of Peru, which ranks second in importance among the countries on the west coast of South America, is bounded on the north by Ecuador and Colombia, on the east by Brazil and Bolivia, on the south by Chile, and on the west by the Pacific ocean. On account of boundary disputes and inaccurate surveys, its area has not yet been accurately determined, but recent estimates give it a total area of approximately 700,000 square miles.

The country is divided into three distinct geographical sections, each of which possesses contrasting characteristics of climate and vegetation. These are known respectively as the Coast region, the Andean region and the Forest region. These zones correspond roughly to the western, central and eastern portions of the Republic. The climate, which varies with the altitude, is in the main semi-tropical along the Pacific coast, cool all the year round on the interior plateaus, and torrid in the eastern Amazon district.

The population of Peru is estimated at 4,620,000. Lima, the capital and leading trade centre, has a population of about 165,000. Other important cities are Arequipa, Callao, Trujillo, and Cuzco. The inhabitants, aside from the small ruling white class, are mostly cholos, or mountain Indians, and mestizos—those of mixed blood. There are growing colonies of Italian, Chinese and Japanese.

The purchasing power of the country is low, as a large majority of the inhabitants are native Indians, whose earning capacity is small and who are practically negligible in any consideration of the market.

NATURAL RESOURCES AND MANUFACTURES

The natural resources of Peru, from which the wealth of the country is derived, are found chiefly in the products of her soil which include forest, animal

and vegetable products, and secondly, in her vast deposits of minerals. Both of these sources of wealth are still relatively untouched, but the progress which has taken place in recent years has resulted in a large increase in the foreign trade of the country.

The agricultural resources of the country are great owing to the varied climate and the differing characteristics of the three geographical regions. The commodities which are grown in important quantities are sugar, cotton, rice, wheat, maize, coffee, fruit, vegetables, cocoa, tobacco and coca. Among the other products of agriculture, timber, rubber, live stock and vegetable ivory form valuable sources of wealth.

The mines of Peru have long been noted for their richness and at present important quantities of copper, silver, vanadium, coal and gold are produced. In addition the northern part of the Republic is the source of a large supply of petroleum.

From an industrial point of view the country cannot be considered as highly developed, only about 2 per cent of the population being engaged in pursuits which can be properly classed as manufacturing. In this are included textile weaving, flour milling, sugar refining, woodworking, and brewing. Other factories are devoted to the manufacture of chocolate, cement, shoes, furniture, and panama hats.

EXPORT TRADE

The exports of the country consist almost entirely of its natural products, either agricultural or mineral. The total exports for 1924 were valued at \$122,055,872, of which agricultural products accounted for \$61,681,159 and mineral products for \$52,374,713. Of the products of agriculture, cotton and sugar are by far the most important articles of export. The principal demand for cotton comes from the United Kingdom which in 1924 took over three-quarters of the crop. The United States is also a very valuable customer. As regards sugar, the United Kingdom is also the largest purchaser, followed closely by Chile, the United States, and Belgium in the order named. In 1923 Canada imported Peruvian sugar to the value of \$917,155.

As regards mineral products, copper provides the largest single item and accounts for the largest part of the total. Next in order comes silver and gold concentrates, and silver and gold. The United States is in each case the largest purchaser; most of the remainder is taken by Great Britain and the neighbouring Republics.

The total exports to the United Kingdom, United States and Canada for the years 1920 to 1924 inclusive are as follows:—

	1920	1921	1922	1923	1924
United Kingdom... ..	\$61,632,736	\$28,214,715	\$32,037,465	\$38,637,112	\$45,967,158
United States... ..	79,048,347	31,777,601	31,991,980	46,258,593	40,793,129
Canada... ..	430,052	63,297	1,686,527	3,482,555	4,529,452

The largest single item as far as Canada is concerned is crude petroleum which was imported in 1924 to the value of \$1,679,569. This together with sugar makes up the bulk of the trade.

IMPORT TRADE

Taken in order of importance, the imports of Peru consist principally of foodstuffs, machinery and vehicles, metallic products, textiles, wood and wood manufactures, paints, varnishes and dyes, and paper manufactures. A large import trade is also done in arms, ammunition and explosives, hides, skins and leather manufactures, agricultural and mining tools, electrical apparatus and supplies, and in fact all the goods which are required by a new country which has not reached a position to supply its requirements from domestic manufacturing sources.

Up to 1912 Great Britain was the principal seller of imported articles. In that year however the United States took first place, and at the close of the war supplied 62 per cent of the total imports. This figure has since been somewhat reduced, although the United States is still the largest single supplier, contributing roughly two-fifths of the requirements; the United Kingdom comes next with slightly less than half this amount, while Germany, Chile, Italy, and France are all important contributors.

Imports from Canada for the years 1920-24 inclusive were as follows: 1920, \$273,967; 1921, \$614,472; 1922, \$71,683; 1923, \$415,917; 1924, \$568,295.

It is only in recent years that an effort has been made by Canadian exporters to cultivate the Peruvian market. The increase which took place from 1920 to 1924 is accounted for mainly by large exports of wheat. On the whole, the commercial possibilities of the country remain unknown to Canadian firms.

Among the Canadian commodities for which a market exists in Peru, together with the value of the quantities exported from this country for the period 1920 to 1924 inclusive, are the following:—

	1920	1921	1922	1923	1924
Fishery products.. . . .	\$ 23,059	\$ 18,141	\$ 200	...	\$ 25,752
Agricultural and vegetable products..	33,805	25,355	3,722	\$228,605	327,677
Milk and its products.. . . .	...	...	...	6,606	7,229
Wall paper.. . . .	5,502	30,515	11,585	6,750	9,509
Newsprint paper.. . . .	127,121	136,803	2,452	864	...
Roofing paper.. . . .	...	...	2,420	3,972	4,047
Animal oils and fats.. . . .	...	11,199	12,218	1,050	22,157
Planks and boards of fir.. . . .	...	165,385	...	87,937	...
Shooks.. . . .	...	7,405	2,566	...	...
Furniture.. . . .	4,767	6,001	708	1,416	3,987
Machinery.. . . .	610	2,228	819	4,939	37,932
Non-ferrous metals and their products	254	15,238	2,338	754	12,515
Non-metallic minerals and their products.. . . .	4,800	8,562	19,147	22,877	35,698
Chemicals and allied products.. . . .	...	61,361	2,443	29,890	20,553
Brushes.. . . .	...	6,169	4,892	...	...

BUSINESS METHODS, PACKING, ETC.

There are no distinctive methods used for the purchase and distribution of foreign goods in Peru. It is visited regularly by the travelling representatives of many American and European firms, but otherwise the usual agency or system of direct sales to importers is generally employed.

Advertising is not highly developed in the Republic. Methods which have been found to be highly successful in other countries are, on the whole, still practically unknown. Display signs in store windows and newspaper advertising appear to be the most popular methods of drawing attention to articles for which a sale is desired. All displays should, where wording is used, be in the Spanish language, and advertisements in general should be composed so that they will attract the attention of the local population.

The question of packing for the Peruvian market is one which requires the most careful attention. Most of the ports are open roadsteads, which necessitate the lightering of goods to the shore, with the accompanying rough handling. In addition, the 1,905 miles of railway are entirely inadequate for the size of the country, making it necessary, in a great many cases, to move the packages to their final destination in roughly moving vehicles or on the backs of animals.

Canada is by no means unknown in Peru and many facts about its extent and productivity are understood. As a manufacturing and exporting country, however, it is not yet appreciated and is a field that offers real possibilities for many branches of trade in which Canada has already proved her ability to compete in the markets of the world.

Information regarding the markets of the republic may be obtained from the British Consul at Callao or Iquitos.

COMMUNICATIONS WITH CANADA

As is the case with all countries on the West Coast of South America, there is no direct steamship communication between Canada and Peru. There are, however, frequent services from New York to Callao, the main port of entry, by Grace Line and Pacific Steam Navigation Company steamers. Other lines operate between New York and the Panama Canal ports where there are good facilities for transshipment to the numerous smaller steamers which ply along the West Coast of South America.

There is also a less frequent steamship service from San Francisco to Peru, both direct and via Panama, by vessels of the Pacific Mail Steamship Company and of the Oriental Line. It would appear that in a majority of cases the most feasible plan would be to ship from Canadian ports to the Panama Canal, at which point freight could be transferred to coastal steamers.

ECONOMIC CONDITIONS IN BRAZIL

The exchange situation in Brazil has improved considerably during the past month, and although opinions in conservative quarters as to further improvement are reserved, there is a feeling that the tide has turned and that further gains may be expected or at least the present situation maintained. The milreis has steadily advanced from around 12 cents Canadian currency in August to 15 cents on November 2, and the purchasing power of Brazilian exchange in foreign markets has, therefore, been very considerably increased. This factor, together with the reduced customs duties in currency amount, tends to lower the cost of imported articles and should result in a considerable reduction in the living cost.

Coffee prices declined gradually during October, in correspondence with the rising exchange, but it is pointed out that the exporter receives his price in currency of higher and rising values offsetting thereby to some extent, his loss. The crop, on account of drought, is expected to be appreciably short of the estimates, and, as stocks held abroad are low, demand must continue and in such circumstances no considerable reduction in price is to be anticipated. Exports of cotton will probably exceed last year's total, but exports of sugar are disappointing, being only 2,480 tons during the first five months of this year compared with over 86,000 tons during the same period in 1923. This is surprising in view of the fact that production is being well maintained, but may be accounted for by the increased production of beet sugar in Europe, which has been gradually displacing the Brazilian product in the United Kingdom market.

BRITISH EMPIRE EXHIBITION, 1925

ASSISTANT TRADE COMMISSIONER YVES LAMONTAGNE

WORK OF THE CANADIAN INFORMATION BUREAU

Wembley, October 17, 1925.—The information bureau of the Department of Trade and Commerce at the British Empire Exhibition, Wembley, was designed to act as a clearing house for commercial information regarding Canada, by supplying information directly to inquirers from data on hand, and by supplementing it through the efforts of the Canadian Trade Commissioner located in, or nearest to, the country or area from which inquiries originated and through the Commercial Intelligence Service at Ottawa. In addition to the great number of inquiries received for Canadian products from the United Kingdom were those received from South and West Africa, Australia, Austria, China, Colombia, Czecho-Slovakia, Egypt, France, Germany, Greece, Holland, Italy, Spain, Sweden, Switzerland, and the United States, embracing a wide range of commodities among which may be mentioned: agricultural implements and machinery, asbestos, stoves, wood products, paper products, hay and grain, furs,

and food products of all kinds such as butter, cheese, flour, condensed milk, canned fish, canned fruits and vegetables, hams and bacon.

In addition to the trade inquiries received, a large number of requests of a general nature were dealt with, such as: applications to be placed in touch with Canadian importers with a view to selling or effecting agencies in Canada; duty on certain articles entering Canada; Canadian patent laws and company incorporation laws; information regarding industrial, commercial, and economic conditions in Canada generally, or relating to a specific industry or occupation; export trade and the banking system; and information to individuals as to where certain Canadian commodities could be obtained in the United Kingdom, either from retailers or wholesale distributors.

EMPIRE STALLS AND EMPIRE SHOPPING WEEKS

The growth of the "Buy British Empire Products" movement has received a great stimulus from the British Empire Exhibition. The bureau was called upon to assist individuals or organizations interested in Empire Stalls or Empire Shopping Weeks by supplying them with decorative or advertising material, and indicating sources from which Canadian goods could be obtained and purchased on the basis of sale or return. In connection with this movement it is of great importance for Canadian exporters to see that their representatives in the United Kingdom are adequately supplied with descriptive literature and advertising matter such as showcards, posters, and free samples. Empire shopping weeks and Empire stalls have come to stay and the opportunities provided thereby for advancing the sale of Canadian products in the United Kingdom should not be overlooked by the Canadian manufacturer.

PUBLICITY FOR CANADIAN PRODUCTS

The products of about 115 Canadian firms were exhibited in the Industrial section of the Canadian Pavilion this year, being about 40 more than were shown during the previous year.

Last year's attempt to hold purely Canadian window displays of food products in a number of the larger departmental stores in London and provinces was successfully repeated this year. The co-operation of the Canadian Exhibition Commission in supplying decorative material for these displays must be looked upon as most beneficial to the Dominion in making Canadian goods known to the people of the United Kingdom. Other activities of the year included: arrangements for the free supply of certain Canadian foodstuffs for the cooking demonstrations held daily at Wembley in the Palace of Industry, and in which Empire products only were used; a display of Canadian food products in the Agricultural Hall, Islington, London, during the annual Grocers' Exhibition Week, and at which a meeting of grocers was addressed by the Under-Secretary of State for the Dominions and Colonies, who stressed the desirability of their importing food products from within the Empire in preference to foreign goods; and of arranging for the use of Canadian food products, as far as possible, in drawing up the menus in the exhibition restaurants.

INTER-EMPIRE TRADE

Efforts to extend inter-Empire trade have naturally been created by the presence at Wembley of representatives of the various parts of the Empire. As an instance of this, a study of the development of mutual trade between Canada and Sierra Leone may be cited, and a special report on the market for Canadian goods in Sierra Leone has been published in *Commercial Intelligence Journal* No. 1136 (November 7, 1925). It is hoped that the excellent results so far achieved will not be lost, and in this connection it is gratifying to note that as a result of the interest aroused by the exhibition there are a number of projects on foot in the United Kingdom, sponsored by private organizations, for continuing the propaganda for the purchase of Empire products.

NEW ZEALAND CUSTOMS DUTY ON WHEAT

TRADE COMMISSIONER C. M. CROFT

Auckland, October 10, 1925.—The New Zealand Customs Tariff provides for a duty of 2s. per cental on grain and pulse of every kind, not elsewhere enumerated in the tariff. An Order in Council has now been passed suspending the existing duty in so far as it relates to wheat which is imported in pursuance of and subject to the conditions stated in a permit issued by the Minister of Industries and Commerce. This Order in Council is to come into force on November 1, 1925.

NORWEGIAN GOLD SURCHARGE

With reference to the notice in *Commercial Intelligence Journal* No. 1129 (September 19, 1925, page 305), information has been received from the Consul General of Norway, Montreal, to the effect that the gold surcharge on customs duties in Norway has been reduced from 50 per cent to 40 per cent. Norwegian customs duties are payable on a gold basis and the surcharge is levied when they are paid in paper currency.

NETHERLANDS ARTIFICIAL SILK INDUSTRY

The expansion experienced generally throughout Europe in the artificial silk industry is being shared by the Netherlands, where the industry is entirely dependent on the export trade, its yarn being sent to nearly every European country, and to the United States, China, Japan, and other destinations, says the *United States Commerce Reports*. The factories of the country have not only increased domestic production, but considerable interest is being manifested in the development of factories abroad, notably in Spain. Statistics furnished from the offices of the American Commercial Attaché at The Hague show that during last year exports of artificial silk yarn from the Netherlands totalled 2,555 metric tons, as compared with 1,754 metric tons in 1923, and 794 metric tons in 1922. Of the shipments in 1924, Great Britain took nearly one-third, the other most important customer being Switzerland. For the first four months of the present year exports from the Netherlands amounted to 962 metric tons, Great Britain and the United States being the two principal destinations.

MARKET FOR STAVES IN ALGERIA

There is a fairly important market for barrel staves in Algeria, according to the *United States Commerce Reports*. The United States, according to latest export figures, shipped to Algeria and Tunis tight staves valued at \$324,273 in 1924 and at \$114,628 for the first six months of 1925. In 1924, according to incomplete statistics, France supplied Algeria with 3,440 metric tons of staves valued at \$138,131, and other countries furnished 9,614 tons valued at \$321,313. Figures—not final—show that in the first half of 1925 France supplied staves to the amount of 2,295 metric tons and a value of \$124,177. Statistics for the year 1923 record that the United States furnished Algeria with 5,327 tons valued at \$275,321; and that France supplied 2,891 tons, having a value of \$144,853; Italy, 695 tons; Great Britain, 241 tons; and Yugoslavia, 91 tons.

The customs duty on staves is 0.75 French francs per 100 kilos (about 220 pounds) when shipped direct or via a French port. If the staves are shipped via any country not entitled to this minimum rate, the general rate of 3 francs per 100 kilos applies.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the under-mentioned:—

- The Senior British Trade Commissioner in Canada and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."
 The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Bldg., Toronto, Ont. Telegraphic address: "Toroncom."
 The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."
 The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

TENDERS INVITED**New Zealand**

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Government Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington, and the Auckland City Council. These plans and specifications are open for inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the City Engineer, Auckland City Council, Auckland, in accordance with these specifications.

PUBLIC WORKS DEPARTMENT

No. S.M.	Date of Closing January 26, 1926.	Particulars
247		Waikato Power Scheme, Section 131, Hamilton Substation—2 110 K.V. oil immersed circuit breakers; 5 sets of airbrake switches; 8 sets of isolating switches; 2 operating sticks for isolating switches; busbars, insulators and connections; steel structures complete; spares.
S.M. 248	January 26, 1926.	Waikato Power Scheme, Section 144, Waikino Substation—2 50,000 V. automatic oil switch, 50 amp. capacity. 1 50,000 V. automatic oil switch, 120 amp. capacity; 1 50,000 V. non-automatic oil switch, 120 amp. capacity; 6 50,000 V. single pole isolating switches for horizontal mounting; 1 switchboard panel; spares: 3 oil switch terminals, 3 current transformers, 12 indicating lamps, 4 coloured bulbs.
S.M. 249	January 26, 1926.	Waikato Power Scheme, Section 145, Waikino Substation—Manufacture supply and delivery of two sets of 50,000 V. lightning arresters and accessories.
S.M. 250	January 26, 1926.	Lake Coleridge Electric Power Scheme, Section 191—4 4,000 K.V.A. transformers single phase units to form one 12,000 K.V.A. bank 66,000/11,400 volts, delta star connected with one spare unit.

AUCKLAND CITY COUNCIL

- January 21, 1926. Supply and installation of filtration plant for the water supply of Auckland, New Zealand. The contract shall include all earthworks, foundations, building, together with the supply and erection of all filters, tanks, apparatus, pipes, valves, filtering medium, chemicals and all appliances necessary for the satisfactory performance of the filtering work, whether specifically mentioned or not, in full working order and to the complete satisfaction of the City Engineer. No partial or incomplete tenders, or tenders for the supply of apparatus only, will be considered.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 10, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 10, 1925. Those for the week ending November 2, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		November 2, 1925	November 10, 1925
Britain £	1.00	\$4.86	\$4.8412
Czecho-Slovakia Crown	1.	.203	.0296
France Fr.	1.	.193	.0418
Italy Lire	1.	.193	.0397
Holland Florin	1.	.402	.4024
Belgium Fr.	1.	.193	.0453
Spain Pes.	1.	.193	.1433
Portugal Esc.	1.	1.08	.0515
Switzerland Fr.	1.	.193	.1928
Germany Reichs Mk.	1.	.238	.2381
Greece Dr.	1.	.193	.0136
Norway Kr.	1.	.268	.2045
Sweden Kr.	1.	.268	.2677
Denmark Kr.	1.	.268	.2504
Japan Yen	1.	.498	.4137
India R.	1.	2s.	.3700
United States \$	1.	\$1.00	1.00
Mexico \$	1.	.498	.4910
Argentina Pes.	1.	.424	.4125
Brazil Mil.	1.	.324	.1500
Roumania Lei	1.	.193	.....
Jamaica £	1.	4.86	4.8625
British Guiana \$	1.	1.	.....
Barbados \$	1.	1.	.....
Trinidad \$	1.	1.	.....
Dominica \$	1.	1.	.....
St. Kitts \$	1.	1.	.....
Grenada \$	1.	1.	.....
St. Vincent \$	1.	1.	.....
Tobago \$	1.	1.	.....
Shanghai, China Tael	1.	.708	.7775
Batavia, Java Guilder	1.	.402	.4050
Peru Pound	1.	4.86	4.0000
Singapore, Straits Settlements .. \$	1.	.567	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1503. PATENT FLOUR.—A merchant in County Tipperary, Ireland, wishes to purchase above on own account.

1504. APPLES.—Argentine importer wishes to receive samples and quotations from Canadian exporters of fresh apples. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1505. APPLES.—A firm in Berlin connected with a large German industrial corporation are interested in getting in touch with Canadian exporters of apples.

1506. RING-CUT SOUR EVAPORATED APPLES.—An agent in Hamburg wishes to act for Canadian evaporators or exporters of prime ring-cut sour apples in 50-pound boxes.

1507. FRUITS, FRESH, DRIED, AND PRESERVED; CONDENSED MILK; BUTTER; CHEESE.—A French concern would like to obtain the exclusive agency of Canadian exporters of the above.

1508. FISH.—Argentine manufacturers' agent wishes to hear from Canadian exporters of preserved fish. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1509. CANNED FISH.—A trading firm in Berlin connected with a large German industrial corporation are interested in getting in touch with Canadian exporters of canned salmon and lobster and other canned fish suitable for the German market.

1510. GROCERIES (BRANDED AND PROPRIETARY ARTICLES).—The director of a London grocery distributing organization, who will be visiting Canada towards the end of November, wishes to secure the representation of Canadian producers of branded and proprietary articles put up in packets and tins, and would be glad if Canadian manufacturers prepared to negotiate would write to him to a New York address in the possession of the Department of Trade and Commerce, Ottawa.

1511. FOOD PRODUCTS.—Argentine importer wishes to receive quotations from Canadian manufacturers of food products in general. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1512. POTATOES, DRIED AND CANNED FISH, HAY, OATS AND KINDRED LINES.—A firm in Havana, Cuba, desire to represent Canadian exporters in the above lines.

1513. ROLLED OATS AND CORN FLOUR.—A Turkish concern would like to open up business relations with Canada and would like to receive offers for rolled oats and corn flour. Also quotations possibly c.i.f. Constantinople.

1514. CEREALS, PULSE, SEEDS, AND FEEDING STUFFS.—A London company of general merchants, who also deal with South America, purchase cereals, pulse, seeds, and feeding stuffs, and are prepared to consider offers from Canadian shippers.

Miscellaneous

1515. CLOVER SEED.—A Liverpool merchant invites c.i.f. offers on clover and alsike seed.

1516. AGENCIES.—An agent in Glasgow wishes to secure agencies for Canadian firms in Scotland. He lived for many years in Canada.

1517. GLOVES.—A reputable firm of commission merchants in Melbourne with good trade connections are desirous of securing the representation in Australia and New Zealand of a manufacturer of gloves—fabric, chamoisette, silk or artificial silk.

1518. SILK GLOVES.—Argentine importer wishes to receive samples and prices from Canadian manufacturers of silk gloves. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1519. HOSIERY, UNDERWEAR AND KNITTED GOODS.—A firm of manufacturers' representatives wish to receive quotations for the supply of hosiery, underwear and knitted goods to the New Zealand market.

1520. COTTON HOSE FOR MEN.—Importer in Bangkok desires prices and counter samples for cotton stockings, light like ladies' hose without tops for Siamese men. Samples deposited with the Department of Trade and Commerce, Ottawa. Hose has double seam and is really a knee breeches stocking. Made in two qualities. C.i.f. Bangkok competitive prices \$5.75 and \$3.50 a dozen.

1521. SINGLETs, LISLE THREAD.—Importer in Bangkok desires prices and counter samples of lisle thread singlets. Sample deposited with the Department of Trade and Commerce, Ottawa. Competitive price \$5.50 per dozen c.i.f. Bangkok.

1522. SILK PIECE GOODS.—A firm of manufacturers' representatives desire to hear from Canadian exporters of silk piece goods, with a view to making agency arrangements for New Zealand.

1523. CLOTH.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of men's suitings. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1524. PAPER.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of writing and printing paper. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1525. MANILA BOARD.—A reliable Osaka concern desires to communicate with Canadian firms in a position to ship manila board to Japan.

1526. WALLBOARD.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of wallboard or fibreboard for partitions. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1527. OPTICAL GOODS.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of optical goods. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1528. ELECTRICAL SCIENTIFIC APPLIANCES.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of electrical scientific appliances. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1529. A manufacturers' representative in Mexico City desires to secure representation of Canadian firms manufacturing asbestos boiler covering; he is in a position to place

orders totalling about \$15,000 per month. Prices c.i.f. Tampico or Veracruz should be submitted with first letter, and samples should accompany quotations. Terms of payment, 50 percent against documents, balance on delivery, with bankers' guarantee. Correspondence in English.

1530. FORMIC ACID.—A firm of importers desire to receive quotations for the supply of formic acid (85 per cent) in barrels.

1531. RED OXIDE OF IRON AND YELLOW OCHRE.—An important London company, manufacturing paints and colours, are prepared to consider the feasibility of purchasing from Canada red oxide of iron, and yellow ochre, of which they are large users. Producers able to ship regularly should send samples, analyses, and lowest prices c.i.f. London.

1532. ORES AND MINERALS.—A firm of importers and exporters in Berlin wish to get in touch with Canadian exporters of ores and minerals of all kinds.

1533. VANADIUM ORES.—A firm in Hamburg requires supplies of vanadium ore 16/20 per cent VeO_5 , 40 per cent lead, 17/20 per cent zinc.

1534. LUMBER, IRONMONGERY.—A Dublin inquirer wishes to obtain agencies.

1535. WOODEN HANDLES.—Argentine importer wishes samples and quotations from Canadian manufacturers of wooden handles. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1536. GRINDING WHEELS.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of grinding wheels. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1537. AUTOMOBILE ACCESSORIES.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of automobile accessories. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1538. AUTOMOBILE ACCESSORIES, MACHINERY, WIRE, STEEL SHEETS, PAINTS AND CHEMICALS, LUBRICATING OILS.—The director of a London company which specializes in railway and general stores supplies is desirous of securing the agencies of Canadian manufacturers of lines such as automobile spares and accessories; machinery of light type, such as machine tools, woodworking machinery; galvanized and black wire, galvanized steel sheets (corrugated and flat); paints and chemicals; lubricating oils and greases. The director is sailing for New York on November 18 and proposes subsequently visiting Canada. If Canadian manufacturers interested will write to the New York address in the possession of the Department of Trade and Commerce, Ottawa, he will be glad to arrange an appointment so that negotiations can be conducted in person in Canada.

1539. PRINTERS' RUBBER BLANKETS.—A reliable import house desires to get in touch with Canadian exporters of printers' rubber blankets. Canadian firms interested are requested to communicate with this concern.

1540. RUBBER SPORTING GOODS.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of rubber sporting goods. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1541. TOOLS.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of mechanics' and watchmakers' tools. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To PLYMOUTH, CHERBOURG AND LONDON.—Ausonia, Cunard Line, Nov. 21.

To LIVERPOOL.—Regina, Nov. 21; Canada, Nov. 27—both White Star-Dominion; Montclare, Canadian Pacific, Nov. 20.

To LONDON.—Bolingbroke, Canadian Pacific, Nov. 21; Canadian Trapper, C.G.M.M., Nov. 21; Ariano, Furness, Withy, Nov. 21.

To AVONMOUTH.—Colonian, Nov. 21; Oxonian, Nov. 28—both White Star-Dominion.

To SOUTHAMPTON.—Minnedosa, Canadian Pacific, Nov. 18.

To NEWCASTLE AND LEITH.—Cairnross, Thomson Line, Nov. 20.

To CARDIFF AND SWANSEA.—Canadian Commander, C.G.M.M., Nov. 20.

To GLASGOW.—Letitia, Anchor-Donaldson, Nov. 20; Marburn, Canadian Pacific, Nov. 19.

To HULL.—Ariano, Furness, Withy, Nov. 21.

To BELFAST AND DUBLIN.—Carrigan Head, Head Line, Nov. 22.

To ST. JOHN'S, Nfld.—Canadian Sapper, C.G.M.M., Nov. 24.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, C.G.M.M., Nov. 17.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Can. Pacific, Nov. 24.

To ANTWERP.—Canadian Trapper, C.G.M.M., Nov. 21; Minnedosa, Canadian Pacific, Nov. 18.

To ROTTERDAM.—Essex County, Intercontinental Transports, Nov. 27.

To HAVRE.—Welland County, Intercontinental Transports, Nov. 23.

To HAMBURG.—Bolingbroke, Canadian Pacific, Nov. 21; Grey County, Intercontinental Transports, Nov. 26.

To ITALIAN PORTS.—A steamer, Lloyd Mediterraneo Italian Service, Nov. 25.

To AUSTRALIAN PORTS.—Trekieve, New Zealand SS., Nov. 18; Canadian Conqueror, C.G.M.M., Nov. 22.

To NEW ZEALAND PORTS.—Trekieve, New Zealand SS., Nov. 18; Canadian Britisher, C.G.M.M., Nov. 20.

From Quebec

To LIVERPOOL.—Regina, Nov. 21; Canada, Nov. 27—both White Star-Dominion; Montnairn, Canadian Pacific, Nov. 25.

To AVONMOUTH.—Colonian, Nov. 21; Oxonian, Nov. 28—both White Star-Dominion.

From Halifax

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Cunard Line, Dec. 14.

To CARDIFF AND SWANSEA.—Canadian Mariner, C.G.M.M., Dec. 4.

To HULL.—Ariano, Nov. 24; Valemore, Dec. 7—both Furness, Withy.

To LIVERPOOL.—Sachem, Nov. 24; Savannah, Nov. 30; Newfoundland, Dec. 5; Rhode Island, Dec. 15—all Furness, Withy.

To MANCHESTER.—Manchester Merchant, Nov. 24; Manchester Citizen, Dec. 1; Manchester Corporation, Dec. 14—all Furness, Withy.

To LONDON.—Ariano, Nov. 24; Incemore, Nov. 30; Valemore, Dec. 7—all Furness, Withy.

To GLASGOW AND LONDONDERRY.—Athenia, Anchor-Donaldson, Dec. 14.

To ST. JOHN'S, Nfld.—Hethpool, Farquhar SS., Nov. 21 and Dec. 5; Sachem, Nov. 24; Newfoundland, Dec. 5—both Furness, Withy.

To PORT AUX BASQUES, CORNER BROOK, CURLING, ETC.—Sable I., Farquhar SS., Nov. 19 and Dec. 3.

To BURIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., Nov. 25 and Dec. 9.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chignecto, Nov. 20; Teviot, Dec. 4—both R.M.S.P. Co.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Dec. 5.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Volunteer, Nov. 27; Canadian Carrier, Dec. 11—both C.G.M.M.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Dec. 2.

To SANTIAGO, KINGSTON AND MONTEGO BAY.—Andalusia, Pickford & Black, Nov. 18 and Dec. 16.

From St. John

To LONDON AND ANTWERP.—Canadian Raider, C.G.M.M., Dec. 9.

To CARDIFF AND SWANSEA.—Canadian Mariner, Dec. 2; Canadian Victor, Dec. 16—both C.G.M.M.

To LIVERPOOL.—Montrose, Dec. 5; Metagama, Dec. 11; Montclare, Dec. 16—all Canadian Pacific.

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Melita, Canadian Pacific, Dec. 10.

From Vancouver

To YOKOHAMA AND KOBE.—Yonan Maru, Osaka Shosen Kaisha, Nov. 20.

To YOKOHAMA, KOBE AND HONG KONG.—Protesilaus, Nov. 26; Philoctetes, Dec. 3—both Blue Funnel.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Nov. 27; Empress of Russia, Dec. 11—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI, DAIREN AND SHANGHAI.—London Maru, Nov. 17; Alabama Maru, Nov. 26; Paris Maru, Dec. 4; Africa Maru, Dec. 16—all Osaka Shosen Kaisha.

To AUSTRALIAN AND NEW ZEALAND PORTS.—West Nilus, Pacific-Australian Line, Dec. 7.

To LONDON AND LIVERPOOL.—Cardiganshire, late November; Noorderdyk, early December; Loch Katrine, late December—all North Pacific Coast Line.

To GLASGOW.—Moerdyk, North Pacific Coast Line, late December.

To BORDEAUX, HAVRE AND ANTWERP.—Indiana, Dec. 5; Arizona, Dec. 15—both Cie. Gle. Transatlantique (French Line).

To HAMBURG AND ANTWERP.—Montgomeryshire, early December; Moerdyk, late December—both North Pacific Coast Line.

To ROTTERDAM.—Cardiganshire, late November; Noorderdyk, early December; Loch Katrine, late December—all North Pacific Coast Line.

To HAVRE.—Montgomeryshire, North Pacific Coast Line, early December.

To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Cherca, Nov. 18; Leme, Nov. Dec.—both Navigazione Libera Triestina.

To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—West Jappa, Pacific-Argentine-Brazil Line, early December.

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GERMAN MARKET FOR MOTOR VEHICLES

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, October 23, 1925.—The removal on October 1 of the prohibition of the importation of motor cars into Germany has directed the attention of manufacturers in other countries to the possibilities of the German market.

Some months ago, in anticipation of the removal of the import embargo, the leading motor car exporting companies in the United States, Italy, France, and Great Britain commenced to make arrangements for the appointment of agents and sub-agents in all the leading centres in Germany.

It has been considered that this market offers a promising field for the sale of motor cars, since Germany is still a long way behind other industrial countries in the development of motor transport. The following table compares the total number of motor cars and trucks in certain leading countries, together with the number of inhabitants to each motor vehicle:—

Country	Passenger Cars	Trucks	Total Number of Motor Vehicles	Number of Inhabitants to each Motor Vehicle
United States .. .				

It is stated that in the city of Paris alone there are nearly as many motor vehicles as in the whole of Germany.

PROGRESS OF GERMAN MOTOR CAR INDUSTRY

The relatively slow development of motor transport in Germany must be chiefly attributed to the high prices of German automobiles.

The motor car industry in Germany has developed since the beginning of the war on its own lines. Having had a practical monopoly of the home market, the manufacturers have had little incentive to keep pace with the progress made in other countries in regard to standardization or the production of cheap cars. It is thus only in the last year and a half that an effort has been made to adopt American methods of mass production.

Before the war the leading German makes of motor cars were an important factor in world trade, accounting for nearly 30 per cent of the total world exports of automobiles. About 45 per cent of the total output of the German factories was then exported abroad. At the present time the export of motor cars from Germany is negligible and the manufacturers are making every effort to organize to meet foreign competition in the home market.

In 1914 there were 64,000 motor cars and trucks in Germany. During the war the number of cars decreased, since the private use of motor cars was prohibited and the manufacturers were employed in producing cars for military purposes or in making munitions. After the Armistice there was a rapid growth in the number of motor vehicles in Germany. Thus their number rose by 22 per cent in the year 1922-23, by 27 per cent in 1923-24, and by 36 per cent in 1924-25. The inflation period led to a great demand, especially for large cars of the luxury type. The manufacturers, being protected from foreign competition by the import prohibition, were not compelled to pay any great attention to the question of costs of production.

AGITATION FOR PRODUCTION

With the stabilization of the currency there arose a greater relative demand for the low-priced medium-sized car, and the manufacturers were faced with the prospect of foreign competition on the home market by the proposal to remove the import prohibition on the introduction of a new tariff. This necessitated a change in methods of manufacture from the handicraft system to the mass production of cars of a standardized type. In this rearrangement of production methods the works have been greatly hampered by lack of the necessary capital and by their dependence on the suppliers of raw materials and unassembled parts.

In view of these considerations the motor car manufacturers commenced to agitate for adequate protection against foreign competition after the removal of the import prohibition. They claimed that they must have time in which to reorganize to meet this competition.

At the same time a counter agitation was begun by motor car dealers against any great increase in the existing duties. They contended that the German industry was not in a position to supply home demands and that the prices of German cars were too high in relation to the prices of foreign cars. They pointed out that the lowest price per kilogramme of total weight in Germany amounted to 6.42 marks and in the United States to 1.66 marks.

DUTIES UNDER THE NEW TARIFF

The resulting rates of duty on motor vehicles under the new tariff, which became effective on October 1—the same date on which the import prohibition was abolished—may be said to represent a compromise between these opposing views. The manufacturers are protected by a high rate of duty for the next two years, during which they will have time to organize against foreign competition, while provision is made for the gradual reduction of the duty, so that users can be assured of lower prices after two to three years.

The duties on motor vehicles, including motor bicycles, under the old tariff were 80 marks per 100 kg. (220 pounds) for those weighing over 1,000 kg., and 160 marks for those weighing from 500 kg. to 1,000 kg., and so on. These rates in themselves represented a fourfold increase over the pre-war duties. The following table shows the schedule of duties on motor vehicles in the new tariff:—

German Duties on Motor Vehicles, in Marks per 100 Kg.

	Motor Bicycles	Motor Weighing 2,200 Kg. Net or Less	Cars and Trucks Weighing 2,200 Kg. to 3,200 Kg. Net	Trucks Weighing over 3,200 Kg.
Present rate	350	250	175	150
From July 1, 1926	320	225	160	135
From January 1, 1927	290	200	130	120
From July 1, 1927	250	150	100	90
From January 1, 1928	210	100	75	70
From July 1, 1928	160	75	40	30

Under the German-Belgian-Luxembourg Economic Union Commercial Convention a lower conventional rate of duty on motor bicycles has been introduced amounting to 265 marks per 100 kg. with proportionate decreases until July 1, 1928, when the same rate as in the general tariff is to apply. So far no conventional duties have been agreed to for motor vehicles other than motor bicycles, and the introduction of any lower duties is being resolutely opposed by the German motor car industry.

The present rate of duty under the above schedule on the ordinary makes of Canadian motor cars is 250 marks (\$59.52) per 100 kg. (220 pounds). This is roughly equivalent to a duty of \$450 on a Ford phaeton, \$510 on an Overland and Chevrolet, \$795 on a standard Buick, \$1,100 on a Packard, and \$1,170 on a Cadillac phaeton.

In calculating the duty the net weight of the car is taken as the basis and allowance is only made for the four tires on the wheels, extra tires being dutiable at the general rate of 360 marks (\$85.71) per 100 kg. applicable to rubber tires.

PRESENT MARKET CONDITIONS

In spite of the high duty motor cars are being imported into Germany, but the agents handling foreign cars report that sales are slow. At the same time there is a crisis in the German motor industry. Several factories report reductions in their working staffs. The expected demand has not materialized. It is evident that the range of prices is still too high. Anticipations of a large demand for motor cars based on the backward development of motor transport in Germany as compared with other countries fail to take account of the average purchasing power of the population.

The chief purchasers of motor cars in Germany since the war may be divided into the profiteer class, who bought expensive cars of the luxury or sporting type during the inflation period, and business and professional men, who wished to have cars for reasons of practical utility. It is the latter class who have been the largest buyers since the stabilization of the currency, and this has led to the greater relative demand for small cars ranging in price between 4,000 and 6,000 marks and medium-sized cars. Salaried employees, who are such large purchasers of motor cars in the United States and Canada, practically constitute a negligible factor in the German market. At the present low range of salaries and wages, it is inconceivable that this class can afford to buy and operate motor cars. Not only are the prices of cars higher than in other countries, but they are also subject to higher taxes.

INTERNAL TAXES ON MOTOR CARS

All passenger motor cars sold in Germany are liable to the luxury tax on turnover, which on October 1 was reduced from 10 to $7\frac{1}{2}$ per cent of the sales price. In calculating the luxury tax the price of the tires and the whole electrical equipment can be deducted and the turnover tax of 1 per cent paid on these items instead of the luxury tax.

The annual motor license tax in Germany is based, as in other European countries, on horse-power, which is arrived at by calculating the coefficient of the stroke, size and number of cylinders, and the number of revolutions. The tax is progressive and is relatively higher in the case of high-powered cars. On a car officially rated at 6 horse-power the license amounts to 120 marks, which is said to compare with 90 marks in Switzerland and 37 marks in New York. A 16-horsepower car—e.g. Buick master six—pays a license of 680 marks a year. In addition there is a nominal charge of about 7 marks for registration and stamping of plate.

The retail price of gasoline in Germany ranges from 30 to 40 pfennigs a litre or 30 cents to 43 cents the imperial gallon, while motor oil costs from 1 to 2 marks a kilogramme or 24 cents to 48 cents a pound.

PRICES OF GERMAN MOTOR CARS

The prices of some of the better-known German makes of motor cars are given in the following table, these prices referring to the touring type of car:—

Make	H.P.	No. of		Weight of	Price
		Cylinders	Brakes	Chassis Lbs.	
Opel	14	4	2	....	952
Brennabor	20	4	2	1,320	1,238
Aga	20	4	2	1,320	1,714
Wanderer	24	4	2	1,386	1,905
Opel	30	4	2	....	2,143
Adler	24	4	2	....	2,231
Selve	32	4	2	2,200	2,381
Duerkopf	30	4	2	2,750	2,500
Steiger	50	4	4	2,310	3,333
Protos	45	4	2	....	3,381
N.A.G.	45	4	4	2,310	3,429
Horch	50	4	4	....	3,452
Adler	40	..	..	....	3,500
Benz	50	4	2	....	3,810
Mercedes	40	4	4	2,200	4,762
Maybach	70	6	4	....	7,143

The Maybach may be said to be the Rolls-Royce of German cars. The Benz and Mercedes makes are the best known on foreign markets. The companies which have made the most progress in the introduction of mass-production methods are the Opel, Aga, Horch, Brennabor, and N.A.G. (Nationale Automobilgesellschaft).

Every effort is now being made to lower the prices of German cars and some fairly considerable reductions have taken place. While the downward tendency may be expected to be continued in the future, the factories are experiencing the greatest difficulties in reducing their costs. According to the *Berliner Tageblatt* only 24.1 per cent of the cost of production of automobiles is under the control of the factories, the remaining 75.9 per cent falling to the producers of materials and parts. The sales price of an American motor car is said to equal the amount which a German factory has to pay for materials and unassembled parts. The problem confronting the German motor industry is to produce a medium-sized car at 50 per cent of the present price, but under the circumstances outlined it will be some time before the manufacturers can reduce their prices to a level approaching the prices of foreign cars.

PRESENT POSITION OF GERMAN MOTOR CAR INDUSTRY

The present crisis in the German motor industry arises not only from the competition of foreign cars, but chiefly from the prevailing financial stringency in Germany combined with the falling off in the demand for motor cars. It is pointed out that the total change in production methods in order to bring about a larger output of cars at lower prices could only be financed so long as the demand for cars kept on increasing.

The motor industry is dependent upon finance in three connections: first, for the necessary capital to change production methods and purchase modern equipment; secondly, for financing purchases of materials and parts, which have to be contracted for from three to five months in advance; and thirdly, for financing sales. So long as the demand for motor cars was increasing the necessary credits were forthcoming in spite of the financial stringency, but with the sharp falling off in the demand during recent weeks and the increasing competition of foreign cars, the financial difficulties of the works have been greatly increased.

The demand for motor cars kept the industry fully employed from the stabilization of the currency up to a few weeks ago. The factories were able to increase their output and considerable progress was made in the introduction of mass-production methods and standardized types of cars. Engineers were sent to the United States and the latest machines were purchased. The Opel factory alone this spring increased their capacity output of small cars to 100 a day. The total output of cars in Germany increased from 30,000 in the year 1923 to 80,000 in 1924. About one-third of the total production in 1924 consisted of trucks and the remainder of passenger cars.

In view of the present crisis in the motor car industry, reductions in output are reported from nearly all factories. The Benz factory at Mannheim are stated to have discharged 900 workmen and to be operating only four days a week. The Opel, Adler, Dux, N.A.G., and Presto factories also report operating below capacity, while certain other companies have put their affairs under official receivership. On the other hand, the Brennabor Company report their works busy on the production of small taxi-cabs.

The motor car industry has shown less tendency to concentration than other industries in Germany. Last year the Benz and Daimler companies agreed to pool their interests in order to more effectively meet foreign competition. The Deutscher Automobil Konzern is a combination of several factories, while a combination for selling purposes has existed for some time between the N.A.G., Hansa-Lloyd, and Brennabor companies. In the vertical direction the Protos factory is a department of the Siemens-Schuckert and the N.A.G. of the A.E.G. (General Electric) Trust, while over a year ago the Stinnes concern took over the Aga factory for the purpose of mass production of small cars with all stages of manufacture under the control of one concern.

The number of motor vehicle factories in Germany has greatly increased since the war. There are over fifty manufacturers of passenger motor cars, of whom about twenty also produce trucks. In addition there are some thirteen other firms manufacturing trucks only. The number of motor bicycle manufacturers exceeds forty. At various times other concerns have taken up the manufacture of automobiles. Thus during the past year the stagnation in the railway rolling stock trade led certain of the locomotive and railway car factories to undertake the production of passenger motor cars. According to statistics of the year 1922, the manufacture of motor cars and accessories in Germany gives employment to 300,000 persons.

FINANCING OF SALES

The chief complaint in connection with foreign competition is at present directed against the superior resources at the disposal of the branches of foreign houses for the financing of sales. During the inflation period easy payment terms for automobiles were not only unnecessary but impossible owing to the steady depreciation of the currency. With stabilization and the increasing demand for small cheap cars a system of easy payment terms became necessary, especially in view of the prospect of foreign competition. Terms of 25 per cent down and balance from six to twelve months, involving an increase of 5 to 10 per cent in the price, were introduced some months ago, while a still more favourable plan of payment is being offered by the Opel Company.

This spring credit institutions for financing the automobile business were founded such as the Motor Kreditbank A.-G. of Munich and the Autokredit-Anstalt Lehner & Company, K.G., Berlin. These institutions, however, have only limited resources and lately conferences have been held between the leading manufacturers to organize the financing of sales on a wider basis. Negotiations for Government credits have not met with success, but recently an agreement has been formed between a number of motor car manufacturers and the American Steel Engineering and Automotive Products Company—an American concern registered in Berlin—whereby the latter are to finance retail sales under satisfactory guarantees and on the basis of 25 per cent down and twelve monthly payments for the balance, interest to be calculated at 9 per cent per annum.

It has been frequently affirmed that the market for small and medium-sized cars in Germany could be greatly increased if the manufacturers were in a position to further extend the basis of time payments.

DEVELOPMENT OF MOTOR TRANSPORT IN GERMANY

The increase in the number of motor vehicles in Germany during recent years and as compared with the pre-war period is clearly indicated in the following table, giving the number of different kinds of motor vehicles on July 1, 1923, 1924, 1925, and in 1914:—

	1914	1923	1924	1925
Motor bicycles	20,611	59,389	97,965	161,508
Passenger motor cars:				
Taxi-cabs, omnibusses, etc.	7,732	9,044	9,333	14,008
Official vehicles	1,258	3,075	3,000	3,794
Other	46,010	88,221	119,846	157,863
Motor trucks:				
Up to 2,000 kg. in weight	9,071	10,453	13,921	26,386
Over 2,000 kg. in weight . . . . .	....	40,783	46,708	53,977
Motor fire-engines, street-cleaning cars, etc....	....	1,484	2,259	8,290
Total	84,682	212,949	293,032	425,826

The feature of the above table is the great increase during the year ending July 1 last in the number of motor bicycles, light trucks, passenger motor cars, motor fire-engines, street cleaning machines, taxi-cabs and omnibusses. In spite of the increase in light trucks, over two-thirds of the motor trucks in Germany weigh over 2,000 kg., which is the contrary to the position in Canada.

The districts in which the development of motor transport has proceeded the furthest are the Rhineland, Saxony, Berlin, Hamburg, and Bremen, these being the most important industrial and commercial areas in Germany. The following table shows the number of inhabitants to one motor vehicle, motor bicycles being included in the calculation, in the different districts of Germany:—

District	Number of Inhabitants to Each Motor Vehicle
Hamburg	106
Berlin	109
Bremen	116
Rhineland	117
Saxony	118
Hesse-Nassau	133
Baden	136
Brunswick	138
Anhalt	141
Hannover	142
Prussian Saxony	147
Lübeck	147
Wuerttemberg	149
Lippe	151
Bavaria	154
Westphalia	156
Oldenburg	160
Schleswig-Holstein	162
Thuringia	163
Hesse	167
Brandenburg	173
Schaumburg-Lippe	177
Mecklenburg-Strelitz	178
Waldeck	186
Mecklenburg-Schwerin	188
Lower Silesia	197
Pomerania	225
Hohenzollern	228
Posen—West Prussia	244
East Prussia	316
Upper Silesia	403
All Germany	147

EXPORTS OF GERMAN MOTOR CARS

Exports of motor vehicles from Germany, while fairly considerable during the inflation period, have since greatly declined. During the first eight months of this year 944 passenger cars, 643 motor trucks, and 1,054 motor bicycles were exported, mostly to neighbouring countries, although 117 passenger cars were shipped to Spain and 90 to British South Africa. The manufacturers have been accused of selling for export below home market prices.

IMPORT OF FOREIGN MOTOR CARS

Foreign motor cars are not unknown on the German market. During 1923 and the first half of 1924, when a large part of the western frontier was in the control of the Franco-Belgian authorities, a considerable number of French and American motor cars were shipped into the Rhineland, which is the section of Germany with the greatest development of motor transport. About a year ago also the German authorities began to grant import licenses for foreign cars more readily, as the domestic industry was unable to keep up with the demand. The total number of motor vehicles imported into Germany during the period from January 1, 1923, to August 31, 1925, amounted to 12,741 passenger motor cars, 2,776 trucks, and 5,088 motor bicycles, but in the case of each item the majority were imported during the first eight months of this year.

The trade statistics for the first eight months, January to August, of this year show a total import of 6,745 passenger motor cars of an average weight of 2,700 pounds and a total value of \$9,580,000, as compared with an import of 2,830 passenger cars during the same period last year. The United States led as a source of supply with 1,923 cars. France and Alsace-Lorraine together supplied 1,453 cars, of which 704 came from France. Austria came next with 1,078 cars, closely followed by Italy with 1,063 cars. Belgium supplied 295, Denmark 246, and Great Britain 237 cars during the period in question.

All of these cars were imported under import license, which were granted for a definite number per month of the various leading makes of cars. The above figures are therefore not indicative of free competition among foreign cars. Most of the leading export makes of American cars were imported, while among European cars the Italian Fiat and the French Citroën makes were the most prominent.

The number of motor trucks imported under import license during the first eight months of this year was 1,586, of an average weight of 3,210 pounds and a total value of \$1,393,000. The United States supplied 555 and Denmark 549 trucks.

The import of motor bicycles during this period amounted to 3,226 of a total value of \$800,000, of which Great Britain supplied 1,603 and the United States 565.

OPENINGS FOR CANADIAN MOTOR CARS

The importation of foreign cars, in spite of a duty amounting in most cases to 50 per cent or more of the value of the car, proves that the German market offers an opening for the sale of Canadian motor cars. At present a relatively greater share of the retail sales of motor cars in Germany is being secured by the agents and sub-agents of foreign firms, as compared with the sales of agents handling German automobiles. This cannot entirely be ascribed to the greater ability of foreign firms to finance sales, but must be considered an indication that the German public regard foreign cars as a better value than the German products.

The market for automobiles in Germany will continue to be restricted so long as the present high range of prices is maintained, but with the gradual reduction in the duties provided for in the tariff lower prices will be introduced and a corresponding expansion of sales should result. The development of motor transport to the same extent as in other countries, however, cannot be expected so long as the average purchasing power of the population is low, due to salaries and wages being so much less than those paid elsewhere.

The present should therefore be regarded by Canadian motor car manufacturers more as an opportunity to gain a foothold in the German market and to build up a sales organization which can take advantage of the steadily increasing demand, rather than as an opening for business on a large scale in the immediate future.

OPENINGS FOR MOTOR TRUCKS

The German manufacturers are capable of supplying domestic requirements for motor trucks, and there is not the same opening for the import of motor trucks as for that of passenger cars. Germany has specialized in the development of transport by heavy motor trucks, and the majority of trucks in the country are over two tons in weight. Since the stabilization there has been an increase in the relative number of one- and two-ton trucks and in the number of motor delivery wagons. The manufacturers have therefore devoted more attention lately to the production of light trucks. It is only in these light trucks that there would be an opportunity for importation, but it is considered that with the present high rate of duty it would be difficult to compete with the products of German factories. A one- to one-and-a-half-ton truck of the best-known German makes sells retail for around \$2,750.

REQUIREMENTS OF THE MARKET

The best openings for foreign passenger motor cars in Germany are undoubtedly for medium-sized cars with a horse-power officially rated at from 8 to 12. For small cars the duty works out at a relatively higher percentage

of the value than for the medium-sized cars. It is in the production of these types of cars that the German industry has recently devoted most attention, but, as has been outlined above, prices of German cars are still relatively high. For the larger cars with an officially rated horse-power of 16 h.p. there is also a good opening for the imported car, but in the more expensive types it is considered that the leading German makes are better able to hold their own.

German designers have been favouring sharp angles to their bodies rather than streamline design, but recently the tendency has been noticeable to copy the design of foreign cars. There has also been a tendency to lower the chassis of German cars, which formerly were higher than in the case of cars made in other European countries.

In other respects the German market calls for no special requirements apart from those indicated elsewhere in this report, since foreign cars are appreciated on their merits.

CANADIAN TRADE WITH HULL

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, November 2, 1925.—Hull, the third largest port in the United Kingdom, possesses certain advantages which have greatly assisted its rapid development. Under a charter issued in 1299 there are no lighterage dues assessed on barges taking cargo overside from vessels in the basin. This allows very cheap transhipment cost for transport by water to manufacturing districts inland, to such centres as the West Riding of Yorkshire, Sheffield, and the cities located on the Trent River canal. In addition to this inland water traffic, there are excellent dock facilities for handling cargoes at Hull itself, and unofficial statistics show that 7,019,253 net tonnage entered this port during 1924.

Hull ranks highly in the importation of raw wool from Australia and New Zealand, and consequently has developed excellent steamship connections with these countries. It is also the premier seed-crushing centre, drawing its supplies of oilseeds from all over the world. Huge supplies of Baltic timber find their way to Hull, due to its advantageous position for handling Russian and Scandinavian woods. The same condition applies to soft fruits, which are imported into Hull from nearby Continental countries. The port also handles large quantities of wheat, barley, and maize.

In spite of the dock facilities and the importance of Hull as a distributing centre, the opportunities for direct Canadian trade with this port are limited, as the length of the voyage from Canada places Hull at a distinct disadvantage in comparison with Liverpool and other West Coast British ports, and there is also the considerable handicap of Continental competition. Allowing for these obstacles, the writer found, during a recent visit to Hull, keen interest displayed by the traders of that port in all lines which Canada can hope to compete in, and the following general notes are submitted for the benefit of interested firms.

FOODSTUFFS

A great deal of interest was expressed by Hull dealers in the possibility of securing direct shipments to this port of Canadian bacon. At present, most of the firms interviewed state that they have to purchase their supplies through either Liverpool or London, and that whereas American bacon is shipped direct to Hull from United States ports, they usually have to pay freight charges in the neighbourhood of 2s. per cwt. to bring Canadian bacon from Liverpool. While Danish competition with regular weekly deliveries is a decided factor in the Hull import trade, the Canadian mild-cured product is well and favourably known, and there is no reason why more direct trade could not be developed with this area.

Danish butter is, of course, very well established in this district, and while New Zealand and Australian brands have been gaining ground, Canada is at a disadvantage with regard to transportation facilities. However, Canadian butter is liked by importers in this district, and the past prejudices against lack of uniformity in quality have to a great extent disappeared. Several importers and dealers interviewed are anxious to secure more direct connection with Canadian shippers, particularly for Saskatchewan creamery butter, which has come so strongly into favour in recent years.

Canadian cheese is well established in the Hull district and is holding its own with other sources of supply. Several inquiries were received for new connections from provision dealers interviewed.

In addition to the above-mentioned food products, special inquiries were also received for glucose, gallon apples, spring wheat flour, evaporated and condensed milk, milk powder in tins and in bulk, marrow fat green peas, canned fruits, etc.

GRAIN

Hull is a large grain port. Import statistics for the past year and two preceding years are as follows:—

	1924 Tons	1923 Tons	1922 Tons
Wheat	949,437	807,186	782,155
Barley	185,171	167,444	113,776
Oats	32,434	32,875	27,007
Maize	168,735	168,735	157,543

Several of the more important Hull grain dealers interviewed expressed a decided interest in getting in direct touch with Canadian wheat exporters for direct purchase of Canadian wheat, and it is suggested that these dealers can handle considerable quantities of our exportable surplus, if direct buying connections for the Hull area can be established. The names of three established importers have been forwarded to the Department of Trade and Commerce, Ottawa. Hull is one of the most important barley ports in the United Kingdom, handling large quantities of both malting and ordinary feeding barley. Figures mentioned above indicate the extent of this annual trade. For purposes of comparison, however, the imports of barley for the first seven months of this year to Liverpool, Manchester, and Hull are shown as follows: Liverpool, 76,633 quarters; Manchester, 8,923 quarters; Hull, 196,826 quarters.

Hull's importance results from the ready access it offers to the maltsters and brewers located in Yorkshire and on the Trent, who take huge quantities of malting barley for brewing purposes. Imported malting barley comes in large quantities from California, and the product of this state is considered to be the highest grade obtainable. Shipments are also made from Continental countries, Northern Africa, and Smyrna. Importers interviewed stated that the Canadian barley received in the past had not been of sufficiently high grade to compete with the Californian article for malting purposes, but during the present season it is reported that the Californian barley is unusually irregular in quality, due to poor growing conditions, and if Canadian barley suitable for malting can be obtained at competitive prices there should be a good demand for it. It is a question of submitting samples for testing, along with c.i.f. Hull prices. A sample of pure Californian brewing barley has been forwarded to the Department of Trade and Commerce for the inspection of any interested firms, along with the names of Hull importers engaged in this trade.

In addition to requirements for malting purposes, there is of course a demand for feeding barley, and from the distillers who are able to use a much lower-grade product than the brewers.

WOOD SPECIALTY LINES

Most of Hull's timber supplies come from the Baltic, and there is little hope for Canada to compete except in certain special commodities, some of which are mentioned below.

Large quantities of United States Pacific Coast doors are being imported into Hull at the very low prices of 8s. to 10s. per door c.i.f. Hull. These doors, which are produced from either Douglas fir or hemlock, are very well made, and the American exporters have apparently taken great pains to secure control of the market. Specifications and price information given by Hull importers who are anxious to hear from interested Canadian firms have been forwarded to the Department of Trade and Commerce.

There is a good market in Hull for soft and hardwood strips if competitive prices can be met. Inquiries have been received for Douglas fir edged grain strips in lengths of $18\frac{1}{2}$ inches and up, rising in multiples of 9 inches by $1\frac{1}{8}$ inches thick by $3\frac{1}{8}$ inches wide, to be invoiced as 18 inches by $1\frac{1}{8}$ inches by 3 inches. Quotations should be per standard c.i.f. Hull, in sterling. Maple and birch flooring strips of the same dimensions are also asked for, although it is not thought that Canada can compete against the Continental prices for birchwood. The demand for maple depends on its maintaining a satisfactory price relation between Continental birch and beech for the cheaper class of trade, and oak for the more exclusive demand. In this latter wood Japan has been entering the market to a considerable extent. Information on prices now being paid, along with the names of interested importers, have been forwarded to Ottawa.

Finland is doing an extensive trade with Hull in birch squares for bobbins, and while competition from this source is admittedly keen, importers interviewed stated that in the past Canadian bobbinwood has been better liked as fewer complaints are made against defective material from Canada. The chief trouble seems to be over the difficulty in securing squares cut accurately to the required dimensions, and the appearance of too many tapered ends, which of course render that part of the wood useless for a bobbin. The dimensions in general demand are for squares of $\frac{7}{8}$ inch up to 2 inches, rising by $\frac{1}{8}$ in lengths from 2 to 4 feet, with the majority 4 feet. Quotations should be per standard c.i.f. Hull, in sterling. Price information and the names of interested importers have been forwarded to Ottawa.

The above constitute some of the main lines in which inquiries have been received for Canadian goods. In addition, trade statistics showing the principal imports to Hull for the years 1920 to 1923 inclusive in commodities of interest to Canada are on file at Ottawa.

The main difficulty to be overcome is lack of frequent direct steamship service between Hull and Canadian ports, although one well-known line maintains a service at present during the summer months from Montreal to Hull, via London, and from a Maritime port in the winter season.

In addition to the length of voyage previously mentioned, another factor is the lack of return cargo from Hull. At the same time, the steamship lines interviewed are keenly alive to possibilities and will undoubtedly extend their service whenever cargo is offering.

Trade inquiries for Hull firms are published in this issue (pages 540-41), to which attention is specially directed. Any firms interested in developing connections with the Hull district are invited to communicate with this office.

ECONOMIC CONDITIONS IN SCOTLAND AND NORTHERN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, October 30, 1925.—Little if any improvement can be discerned in the industrial and trade position in Scotland. One of the disquieting features on the Clyde is the fact that contracts for new ships are not keeping pace with the tonnage turned out from the various yards, with the result that vacant berths are now on the increase. Returns to hand show that the output for October was fourteen vessels of 53,640 tons, as compared with eighteen ships of 84,186 tons for the corresponding period last year—which constituted a record for October—and five of 12,014 tons for 1923. The output for the first ten months of this year was 198 ships of 465,091 tons, as compared with 184 ships of 462,670 tons for the same period last year. Among the new contracts reported are a large motor vessel, two cargo and passenger steamers, a small cargo steamer, and smaller motor vessels and a yacht.

In the iron and steel industry the scarcity of new business is having a serious effect. Foreign competition for heavy steel is not so great as it was, but there are still large quantities of Continental material being brought into Glasgow, and this, together with the poor demand from the shipyards, is continuing to have its effect at the various steelworks. In the sheet section of the industry the demand continues good.

In the Scottish tweed industry conditions appear to be good. The demand is specially strong in fine cheviots and worsteds. Hosiery and underwear manufacturers are busy, and the demand for knitted wool garments is well maintained.

There is a decidedly hopeful feeling in the Belfast linen industry, and business from American buyers and from South America is distinctly better. A few days ago the Prime Minister of Northern Ireland announced that the Government of which he is the head had passed an estimate for £10,000 in order to supplement the large sum which the linen industry itself had raised to advertise its wares in the markets of the world.

The output of the Belfast shipbuilding yards for the current year shows a considerable decrease as compared with that for the same period of last year—57,240 tons as against 92,028 tons.

INDUSTRIAL PROFITS IN THE UNITED KINGDOM

In its half-yearly review of industrial profits in the United Kingdom, based on the results of a large number of representative companies, the London *Times Trade Supplement* notes that while many concerns have more than maintained their average earning power, a number of groups show an appreciable decline, the most important being coal, iron and steel, engineering, and the woollen textile industry. Significant discrepancies in earning power are shown between different sections of industry, the ratio of profits to capital for 1924-25 in the main groups being as follows: coal, iron and steel, 2.6; engineering, 5.5; electrical manufacturing, 9.9; electrical power and supply, 12.8; cotton textiles, 12.6; woollens, etc., 6.1; shipping, 6.3; chemicals, 11.2; soap, 9.7; oil and petroleum, 14; rubber, 8.3; tea, 38.2; brewing, 19.5.

Broadly speaking, "consumers' industries" are seen to have come much more favourably through recent times of depression than have "producers' industries," whose finished products form the raw materials of other trades. Thus the two groups with the best records of all are tea and brewing, while at the other

end of the scale come iron and steel, engineering and shipping. The electrical industries are on the whole making steady headway. Among the textile trades, cotton has sensibly improved its position during the last two years, but wool has recently lost ground. The chemical industries occupy a position, as it were, midway between prosperity and depression. In the more speculative groups, oil has shed much of the exuberance of the post-Armistice period, while rubber has made a creditable recovery, although the reports on which the figures are based all pre-date the recent phenomenal rise in prices.

In view of the discussion which has recently centred round the problem of "sheltered" and "unsheltered" trades, it is interesting to note that the two "sheltered" groups—brewing and electric power—are collectively more prosperous than the "unsheltered"—iron and steel, shipping, soap, and cotton—and that the hiatus has tended to expand during the last year or two. On the other hand, while there is a great gulf fixed between—e.g., brewing and iron and steel—it is clear that there are degrees of good and bad fortune, and that "unsheltered" is not necessarily synonymous with "unprofitable," as the example of cotton shows. The latter's case is most interesting. Certain subsidiary processes may have been earning a higher rate of profit than the main body, but the results as they stand indicate a far from unpromising position.

UNITED KINGDOM CROPS

TRADE COMMISSIONER HARRISON WATSON

London, November 6, 1925.—The Ministry of Agriculture has now issued what must be approximately the final estimate of the yield of the principal crops, including hay.

The figures, which are reproduced below, do not exhibit any very material difference from the previous statistics, but they are issued in a somewhat different form.

		Estimated Total.				Estimated Yield		Average of
		Produce		Acreage		per Acre		Ten Years
		1925	1924	1925	1924	1925	1924	1915/24
Wheat	tons	1,380,000	1,363,000}	1,499,222	1,544,764	{cwts. 18.1	17.6	17.1
	qrs.	6,166,000	6,220,000}			{bush. 32.9	32.2	31.0
Barley	tons	1,400,000	1,014,000}	1,317,418	1,314,026	{cwts. 15.3	15.4	14.6
	qrs.	5,297,000	5,297,000}			{bush. 32.2	32.2	30.5
Oats	tons	1,380,000	1,499,000}	1,867,591	2,037,097	{cwts. 14.8	14.7	13.4
	qrs.	9,917,000	10,526,000}			{bush. 42.5	41.3	38.5
Mixed corn.. . . .	tons	94,000	96,000}	123,370	133,698	{cwts. 15.2	14.5	....
	qrs.	569,000	566,000}			{bush. 36.9	33.9	....
Beans	tons	159,000	187,000}	179,229	227,607	{cwts. 17.7	16.4	15.4
	qrs.	695,000	821,000}			{bush. 31.0	28.8	27.0
Peas.. . . .	tons	64,000	80,000}	88,339	108,362	{cwts. 14.6	14.8	13.6
	qrs.	290,000	358,000}			{bush. 26.2	26.4	24.4
Seeds hay	tons	2,562,000	2,787,000	1,721,988	1,752,036	cwts. 29.8	31.8	28.5
Meadow hay	tons	4,547,000	5,212,000	4,311,637	4,501,448	cwts. 21.1	23.2	20.8

In the memorandum it is noted that the cereal crops are threshing out better than was anticipated, for which reason the present estimate shows an increase over previous forecasts. In the case of wheat, barley, and oats, all are above the ten-years' average.

Although the quantity of hay finally secured was somewhat less than the heavy crop of 1924, the yield was a good one. Moreover, the crop was harvested in very good condition, and its quality is excellent.

SOUTH AFRICAN PROCESS FOR USE OF LONG FIBRE ASBESTOS

TRADE COMMISSIONER G. R. STEVENS

Cape Town, October 15, 1925.—The *Journal of Industries* for September, published by the South African Department of Mines and Industries, contains an article entitled "A Forward Step in the Asbestos-Cement Industry." This article consists of a special report, presumably by a Government official, upon a new asbestos and its utilization. This report states:—

The new discovery, which has been patented, and which is being exploited by a South African company, is based mainly upon the use of amosite asbestos, which has particularly long and strong fibres. Amosite has been found, so far, only in the Transvaal, so that the factory is in the fortunate position of not having to look far for its chief raw material. The deposits, moreover, are numerous, and as it is cheap to mine, its use in the manufacture of asbestos-cement will make it possible to produce such goods at a cost that will enable them to compete almost anywhere in the world.

The name which is applied to this particular asbestos is a coined and not a geological name. There is no very precise description of the new mineral beyond the following:—

Amosite is an ash-grey or pale brownish mineral, occurring as interbedded crossfibre seams in the same banded ironstones of the basal portion of the Pretoria series (close to the underlying dolomite) in which the crocidolite in the Haenertsburg goldfields is found. The length ranges from the not uncommon value of 11 inches downwards, but the principal amosite horizon in Sekukuniland is strongly characterized by thick seams, very frequently from 4 to 7 inches wide, over considerable distances.

This asbestos was known as far back as 1907, but its systematic development only began some three or four years ago, and the main deposits, now well opened up in the Egnep and Amosa mines, on the right bank of the Oliphants river, reveal large quantities of this unique fibre-length.

According to Dr. A. L. Hall, Assistant Director of the South African Geological Survey, the average length of fibre of over 6 inches is maintained for considerable distances, and large quantities of such long material have been shown to be available. In his report, Dr. Hall goes on to state:—

The experiments of Dr. Versfeld have shown that, as regards incombustibility, amosite is superior to crocidolite, and in tensile strength, flexibility, sea-water and acid-resisting properties, it is at least equal to the latter variety. Some of the most recent developments have yielded a golden yellow and an almost pure white fibre, both of very soft unctuous feel and finely fibrous; the writer's examination of these did not reveal any appreciable inferiority to chrysolite as far as flexibility is concerned. Though more information is wanted as to the behaviour of amosite when tested under the conditions prevailing in manufacture, the experience so far available justifies the hope of a great future for this asbestos variety.

Some very large claims for this new material are made by the company which is manufacturing it. They state that the exceptional length of the amosite fibre gives, per ton, four times the bulk quantity of ordinary asbestos, at one quarter of the price. In this connection they quote Canadian prices and gradings, ex Black Lake, Canada.

It is stated that the American patents, for the purposes of working this material, have been purchased by one of the largest and oldest asbestos firms in the United States, and that the Canadian rights have been sold also.

It is the intention of the South African manufacturers, when they have met the demands of the local market, to attempt Indian and other Far Eastern markets with their new products.

ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLY, OFFICE OF THE TRADE COMMISSIONER

Kingston, October 31, 1925.—So far as output is concerned, the present year has been considerably better than 1924, as the following comparison between shipments made during the two years will show:—

	Period Jan. 1 to Oct. 3, 1925	Corresponding Period, 1924
Bananas, stems	11,657,869	9,434,605
Coconuts, number	18,352,509	17,286,894
Sugar, tons	33,863	19,982
Rum, gallons	944,096	551,246

Present f.o.b. prices of the above are approximately as follows:—

Bananas, per count stem, 2s. 6d.
 Coconuts, per 100, 9s. to 11s.
 Sugar, per ton (basis 96. deg. refining crystals), £12 10s.
 Rum, good ordinary, per Imperial liquid gallon, 3s. 6d.

Coffee and ginger, which are also valuable items of export, show increases of 32,000 cwt. and 10,000 cwt. respectively; the increases are due to good seasons. Banana growers, however, contrast the price paid them for their fruit with the handsome returns it realizes in the English and American markets.

A motor taxi-cab service has recently been inaugurated in Kingston, the prices charged to passengers being the same as in the case of horse-drawn vehicles—viz. 6d. within the city limits. Some two dozen taxis are already in operation, and it is expected that this number will be considerably increased in the future. They are run by several independent concerns, but it is not unlikely that some of the larger garages may go into this business, which is said to be quite profitable.

The new Canada-West Indies Trade Agreement was ratified by the Jamaica Legislative Council last week.

IMPERIAL CUSTOMS CONFERENCE FORMS

Exporters wishing to buy Imperial Customs Conference forms for use in the documentation of shipments to certain British markets may purchase them from firms in Canada whose names are obtainable from the Department of Trade and Commerce, Ottawa. These are the forms set forth in F.T.D. Leaflet No. 32 (the standardized form in its entirety) and F.T.D. Leaflet No. 41 (the standardized form with invoice and certificate of value abbreviated), which have been issued by the Department of Trade and Commerce. The firms mentioned sell both styles of the Imperial forms. The unabbreviated form meets requirements in New Zealand, Newfoundland, Union of South Africa, Rhodesia, Cyprus (some special regulations for sugar, molasses and tobacco products), Fiji Islands, British Samoa, and Mauritius. The principal area in which the abbreviated forms have been adopted is the British West Indies. They have also been adopted, sometimes with slight verbal changes, in other colonies, among them being Gold Coast, Sierra Leone, Gambia, and Falkland Islands. The certificate of origin on the Imperial forms is an essential part of the document only in cases where goods are to be entered under a preferential tariff.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF OCTOBER, IN EACH YEAR, 1920, 1921, 1924, AND 1925; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS.)

Commodities	Month of October				United States Tariff Rates in force		
	1920	1921	1924	1925	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—							
Cattle..... No.	45,116	25,236	14,197	21,853			
\$	3,484,614	616,577	481,532	774,663	Free	30 p.c.	(a)
Horses..... No.	256	119	46	45			
\$	50,455	28,247	7,660	6,570	10 p.c.	10 p.c.	(b)
Poultry..... No.	109,136	168,937	110,185	153,501			
\$	123,223	150,962	74,061	110,994	1c. per lb.	1c. per lb.	3c. per lb.
Sheep..... No.	43,310	23,533	7,657	14,418			
\$	404,331	114,692	49,115	116,919	Free	(c)	\$2 per head
Fruits—							
Apples, green or ripe..... Brl.	4,121	257,058	24,568	12,743			
\$	18,211	1,341,523	134,495	60,685	10c. per bush.	30c. per bush.	25c. per bush.
Apples, dried..... Lb.		177,400			1c. per lb.	1c. per lb.	2c. per lb.
\$		17,329			½c. per qt.	½c. per qt.	1c. per lb.
Berries, fresh..... \$	10,187	3,472	36,184	79,511			
Grains—							
Barley..... Bush.	128						
\$	128				15c. per bush.	15c. per bush.	20c. per bush.
Beans..... Bush.	21			4,615			
\$	106			10,111	25c. per bush.	\$1.20 per bush.	\$1.05 per bush.
Buckwheat..... Bush.	5,431	6,917	19,357	40			
\$	7,355	8,534	19,644	24	Free	Free	10c. per cwt.
Oats..... Bush.	12,600	66,989	8,428	101,307			
\$	10,028	37,248	6,262	42,108	6c. per bush.	6c. per bush.	15c. per bush.
Peas, whole..... Bush.	2,728	24,323	38,908	14,834			
\$	17,285	71,850	73,835	34,414	10c. per bush.	10c. per bush.	60c. per bush.
Peas, split..... Bush.		2,100	600	100			
\$		7,371	1,332	171	20c. per bush.	20c. per bush.	75c. per bush.
Rye..... Bush.	86,055	6,482					
\$	148,065	5,484			Free	Free	15c. per bush.
Wheat..... Bush.	8,311,789	1,650,045	264,090	1,258,990			
\$	20,705,051	2,109,962	381,062	1,590,519	Free	35c. per bush.	42c. per bush.
Grain Products—							
Bran, shorts and middlings. Cwt.	72,822	97,002	469,555	453,252			
\$	162,253	96,297	595,710	584,876	10 p.c. or free	10 p.c. or free	7½ p.c. (e)
Wheat Flour..... Brl.	131,374	41,992	1,374	2,921			
\$	1,570,509	284,010	8,684	21,024	Free	20 p.c.	1.04 per 100 lbs.
Meats—							
Bacon, hams, shoulders and sides..... Cwt.	467	115	3,302	1,464			
\$	17,277	4,175	59,239	48,888	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen..... Cwt.	31,011	30,040	3,248	21,064			
\$	480,880	299,121	27,892	269,077	Free	2c. per lb.	3c. per lb.
Mutton and lamb, fresh, chilled or frozen..... Cwt.	15,806	15,035	180	7,846			
\$	420,631	226,155	3,911	193,879	Free	2c. per lb.	(g)
Pork, fresh, chilled or frozen..... Cwt.	2,281	316	21,131	6,004			
\$	71,950	10,989	317,077	126,941	Free	2c. per lb.	½c. per lb.
Pork, dry-salted and pickled..... Cwt.	79		2	97			
\$	1,124	9	29	1,788	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed..... \$	1,688	2,368	1,522	186	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts..... Cwt.	2,834	1,398	1,011	2,251			
\$	44,948	13,489	17,362	26,900	Free	25 p.c.	20 p.c.
Milk and milk products—							
Butter..... Lb.	479,250	942,176	13,055	167,760			
\$	250,204	334,921	4,790	65,920	2½c. per lb.	6c. per lb.	8c. per lb.
Cheese..... Lb.	74,546	1,224,121	40,000	14,100			
\$	19,290	193,373	9,873	4,976	20 p.c.	23 p.c.	(h)
Cream..... Gal.	144,425	174,252	274,698	344,650			
\$	227,144	262,778	428,334	621,267	Free	5c. per gal.	20c. per gal.

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent. (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad val.; from September 21, 1922, to April 6, 1924, 15% ad val.; subsequent to April 6, 1924, if from wheat 7½% ad val.; if from other cereals, 15% ad val. (f) Prior to April 6, 1924, 78c. per 100 lbs. (g) Applies to particular meat in question when "fresh" (h) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF OCTOBER, IN EACH YEAR, 1920, 1921, 1924, AND 1925; WITH UNITED STATES TARIFF RATES IN FORCE—Continued.

Commodities	Month of October				United States Tariff Rates in force		
	1920	1921	1924	1925	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Milk and milk products— <i>Con.</i>							
Milk, fresh.....Gal.	106,045	147,128	361,347	560,105			
\$	33,283	34,373	65,337	98,880	Free	2c. per gal.	2½c. per gal.
Milk, condensed, including milk powder.....Lb.	1,088,144	31,918	903,936	825,800			
\$	150,595	7,013	116,609	69,062	Free	2c. per lb.	1c.—1½c. lb.
Seeds—							
Clover seed, alsike.....Bush.	1,204	11,135	34,293	34,856			
\$	18,741	105,253	263,328	382,363	Free	Free	4c. per lb.
Clover seed, alfalfa and red Bush			2,837	5,081			
\$			35,164	46,369	Free	Free	4c. per lb.
Clover seed, other.....Bush.	1,150	744	8,265	5,870			
\$	8,017	3,002	53,287	27,620	Free	Free	(i)
Flaxseed.....Bush.	74,266	694,991	2,173	390,689			
\$	229,583	1,305,252	4,198	916,836	20c. per bush.	30c. per bush.	40c. per bush.
Grass seed.....Bush.	2,272	11,429	11,340	3,364			
\$	5,077	44,262	25,681	7,963	Free	Free	2c. per lb.
Vegetables—							
Potatoes.....Bush.	318,434	118,135	2,739	225,275			
\$	284,551	104,010	2,334	194,801	Free	25c. per bush.	50c. per cwt.
Sugar Beets.....Ton	2,037	2,917	3,968	4,005			
\$	18,261	17,675	23,778	24,438	5 p.c.	5 p.c.	80c. per ton
Turnips.....Bush.	288,067	484,403	423,878	43,057			
\$	74,158	139,657	69,815	85,775	15 p.c.	15 p.c.	12c. per cwt.
Miscellaneous Products—							
Eggs.....Doz.	47,163	76,237	36,903	54,555			
\$	31,869	34,369	16,149	22,057	Free	Free	8c. per doz.
Hay.....Ton	13,485	98	7,156	7,641			
\$	308,493	1,720	78,631	272,006	\$2 per ton	\$2 per ton	\$4 per ton
Maple sugar.....Lb.	706,332	193,178	505,172	171,866			
\$	180,800	13,925	68,053	20,699	3c. per lb.	3c. per lb.	4c. per lb.
Tallow.....Cwt.	867	719	1,523	64			
\$	11,609	4,132	11,849	6,141	Free	Free	½c. per lb.
Wool.....Lb.	384,642	83,275	630,191	1,198,092			
\$	124,631	8,188	220,675	405,440	Free	(i)	(i)
Total value of above commodities.....\$	29,726,605	8,063,767	3,794,493	7,372,945			

(i) Cheese, 5c. per lb. but not less than 25 per cent. (j) i.e. 23½ cubic inches about equal to five-sixths of imperial gallon. (k) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other 2c. per lb. (l) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

POTATO SITUATION IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, November 13, 1925.—The United States potato crop is now placed at 346,503,000 bushels, as compared with 454,784,000 bushels for last year and 417,848,000 bushels the average for the last five years. The New York State potato crop is the lowest since 1916, wet weather in October having reduced it to 27,231,000 bushels, according to the combined State and Federal Crop Report for November issued by the New York State Department of Farms and Markets. The forecast is less than three-fifths of the bumper crop of 46,620,000 bushels of last year. The crop on Long Island is substantially larger than last year, but in the rest of the state the yield is only half as large. Completion of the harvest will depend on prevailing weather.

The New England Crop Reporting Service of the Federal Department of Agriculture gives an increased estimate of the potato crop in New England, basing its conclusions on reports from growers up to November 1. The new estimate indicates a crop of 43,154,000 bushels, which is 2 per cent above the estimate of October 1. It is 76.8 per cent of last year's total of 56,170,000

bushels and 96.1 per cent of the five-year average of 44,921,000 bushels. Compared with last month, the current estimate is a trifle less in Maine and Vermont, but a little larger in New Hampshire, Massachusetts, Rhode Island, and Connecticut, yields of commercial average in the latter exceeding earlier expectations. Loss to date from freezing or rot has been small.

UNITED STATES COTTON CROP

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes under date November 10, 1925, that the United States Department of Agriculture now announces a probable cotton production of about 15,386,000 equivalent 500-pound bales this year, if average influences prevail during the remainder of the season. The report is based on condition, abandonment, probable yields, ginnings and other factors, as of November 1. A probable yield of 166.4 pounds of lint cotton per harvested acre is indicated, compared with 164.7 pounds indicated a fortnight ago, and 157.4 pounds, the final yield per acre last year. The last forecast indicated a crop of 15,226,000 bales and an acre yield of 164.7 pounds. Last year's crop totalled 13,267,936 bales.

FINNISH PAPER AND PULP INDUSTRY

Various developments and extensions are taking place in the Finnish paper-making industry, writes a Helsingfors correspondent of the *London Times Trade Supplement*. Varbaus's large establishment is setting up another paper machine. This will be completed next year and will have a capacity of 120 tons a day. Finland's capacity to produce paper will thus be increased by the substantial quantity of 30,000 tons per annum. Further, the Ahlström concern intends to increase the yearly output of its Karhula pulp mills by 30,000 tons during 1926.

These decisions are remarkable as the first attempts to increase production on a large scale, and during the next few years they will presumably result in various purchases of new machinery. The Finnish papermaking industry has for the most part been working with plant and equipment procured in pre-war days, the principal exception being the new machine purchased for the Kymene mill. Efforts are now being made to modernize the establishments and enlarge their capacity, with a view to safeguarding their position in export trade. There appears to be a good demand for paper and pulp products, though paper prices are not quite satisfactory. A fact worthy of note is that Russia has of late not made contracts with Finnish firms, having ordered all her paper from mills in Norway, Sweden, and Germany, the chief reason being that the terms of payment demanded by the Finnish mills were not acceptable. No great importance is attached to this fact, as sales in other directions are plentiful.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Bldg., Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

**FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
NOVEMBER 16, 1925**

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 16, 1925. Those for the week ending November 10, 1925, are also given for the sake of comparison.

			Week Ending November 10, 1925	Week Ending November 16, 1925
	Parity		1925	1925
Britain	1.00	\$4.86	\$4.8418	\$4.8425
Czecho-Slovakia	1.	.203	.0296	.0296
France	1.	.193	.0398	.0402
Italy	1.	.193	.0400	.0405
Holland	1.	.402	.4024	.4024
Belgium	1.	.193	.0453	.0454
Spain	1.	.193	.1429	.1427
Portugal	1.	1.08	.0520	.0520
Switzerland	1.	.193	.1928	.1928
Germany	1.	.238	.2381	.2381
Greece	1.	.193	.0140	.0139
Norway	1.	.268	.2016	.2041
Sweden	1.	.268	.2675	.2676
Denmark	1.	.268	.2472	.2492
Japan	1.	.498	.4200	.4250
India	1.	2s.	.3685	.3685
United States	1.	\$1.00	1.0000	1.0000
Mexico	1.	.498	.4885	.4865
Argentina	1.	.424	.4137	.4168
Brazil	1.	.324	.1506	.1480
Roumania	1.	.193	.....	.....
Jamaica	1.	4.86	4.8625	4.8625
British Guiana	1.	1.	}	}
Barbados	1.	1.		
Trinidad	1.	1.		
Dominica	1.	1.		
St. Kitts	1.	1.		
Grenada	1.	1.		
St. Vincent	1.	1.		
Tobago	1.	1.		
Shanghai, China	1.	.708	.7762	.7875
Batavia, Java	1.	.402	.4050	.4050
Peru	1.	4.863	4.0500	4.0500
Singapore, Straits Settlements .. \$	1.	.567	.5700	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1542. FLOUR.—Old-established firm in Saigon, French Indo-China, desire samples and prices of flour. "Chops" or brand illustrations desired, and code.

1543. FLOUR.—Canadian firms wishing to export to Italy are requested to send offers and quotations to a firm of commission agents in Genoa.

1544, 1545. FLOUR.—Two importers in Saigon, French Indo-China, desire samples and c.i.f. prices.

1546. EVAPORATED AND CONDENSED MILK.—A Liverpool commission agent wishes to represent Canadian firms in the North of England.

1547. CHEESE; FISH.—An important French concern wish to represent Canadian exporters of kraft cheese, pink salmon and pilchards.

1548. CANNED SALMON.—Importer in Saigon, French Indo-China, desires c.i.f. prices Saigon for low-grade chum salmon, with labels and full particulars.

1549. PEAS.—A Hull importer wishes to hear from Canadian shippers of green marrow-fat peas, as per sample which has been forwarded to the Department for the inspection of interested firms. Quotations should be in long tons c.i.f., accompanied by samples.

Miscellaneous

1550. WHEAT.—An old-established British firm in Chefoo, North China, desire connections with Canadian exporters of wheat. Samples and c.i.f. prices China ports should be forwarded direct to above-mentioned firm.

1551. WHEAT AND FLOUR.—An old-established British importing house in Hankow, China, desire direct connection with Canadian shippers.

1552. OATS.—A Swiss importer wishes to be put in touch with Canadian dealers in oats and would like to receive samples and quotations, possibly c.i.f. Genoa or Antwerp.

1553. CEREALS.—A firm of commission agents in Genoa would like to import barley, oats, and other cereals.

1554. BREWERS' GRAINS.—A well-known grain importer in Leith, Scotland, with branch in London, believes he could sell brewers' grains from Canada.

1555. LINSEED.—An established Hull importer wishes to hear from Canadian shippers who can supply seed for crushing. Quotations to be per long ton c.i.f. Hull.

1556. SEEDS.—Argentine importer wishes to receive samples and quotations from Canadian exporters of seeds suitable for the Argentine climate. Full particulars to Canadian Trade Commissioner at Buenos Aires.

1557. SINGLETs FOR MEN.—Importer in Saigon, French Indo-China, has filed with Department a sample singlet against which he desires exact counter-samples and c.i.f. prices Saigon, with sleeves both in quarter and full length. Small sizes only in demand.

1558. LADIES' HOSE.—Importer in Saigon, French Indo-China, has forwarded samples against which he desires c.i.f. prices Saigon and counter-samples in silk and lisle thread. No artificial silk wanted. Colours, white and black only. Also socks, lisle thread and silk.

1559. A firm in Shanghai desire connection with Canadian firms making men's and women's wear. Catalogues, samples, and quotations c.i.f. China ports.

1560. FELT HATS FOR MEN.—Importer in Saigon, French Indo-China, desires samples and full particulars of felt hats. Competitive price \$24 (gold) per dozen c.i.f. Saigon.

1561. FELT HATS.—Importing firm in Saigon, French Indo-China, desire c.i.f. prices and full particulars.

1562. WOOLLEN RAGS.—An old-established firm in Yorkshire are regularly interested in the purchase of Canadian woollen rags as follows: mixed shirted cloth, mixed wool knits, and new merchant tailors' clips. Quotations to be c.i.f. Liverpool.

1563. MISSES' PUMPS.—White canvas, rubber-soled, with white celluloid buckles similar to Hood's "Fenway" pump, with one strap. Sample pair on file with Department. Counter-samples and c.i.f. prices Saigon desired.

1564. SLIPPERS (WHITE CANVAS).—Chinese import house in Saigon, French Indo-China, would like counter-samples and c.i.f. prices Saigon, small sizes, as per sample filed with Department.

1565. PAPER.—Paper importer in Bangkok, Siam, desires paper 31 inches by 43 inches; 45, 50, 55, 60, 65, 70, 80, 100, 150 pounds in weight. Sample with Department of paper 31 inches by 43 inches, 55 pounds (500 sheets). Competitive price 6 cents (gold) per pound c.i.f. Bangkok; no higher.

1566. PAPER.—Importer of paper in Bangkok, Siam, desires paper as follows: 31 inches by 43 inches, weights 45, 50, 55, 60, 70, 80 and 100 pounds. Sample, 31 inches by 43 inches, 60 pounds (500 sheets), filed with Department. Competitive price 5 cents (gold) per pound c.i.f. Bangkok.

1567. PAPER.—Importer in Bangkok desires c.i.f. quotations on the following: 27 inches by 20 inches, 28 pounds; 31 inches by 43 inches, 50 pounds; 31 inches by 43 inches, 40 pounds; 31 inches by 43 inches, 50 pounds; 31 inches by 43 inches, 60 pounds (each 500 sheets to ream). Samples on file at Department.

1568. WAXED PAPER.—Chinese importer in Singapore desires samples and c.i.f. prices.

1569. NEWSPRINT.—A Dutch firm of paper importers would like to get in touch with Canadian exporters of newsprint and other kinds of paper.

1570. WRAPPING PAPER.—Argentine manufacturers' agent desires samples and c.i.f. quotations from Canadian manufacturers of kraft wrapping paper. Full information to Canadian Trade Commissioner at Buenos Aires.

1571. BLEACHED SULPHITE PULP.—Chinese importer in Saigon, French Indo-China, desires samples and c.i.f. prices per ton Saigon for paper mill.

1572. CELLULOSE AND WOOD-PULP, FOR PAPER MANUFACTURE.—A well-known firm in Genoa wish to act as agents for Canadian exporters.

1573. CELLULOSE FOR MANUFACTURE OF ARTIFICIAL SILK.—An old-established firm in Genoa are anxious to open up business connection with Canadian exporters.

1574. PATENT LEATHER.—Importer in Saigon, French Indo-China, desires full range of samples of patent leather with c.i.f. Saigon prices.

1575. PATENT LEATHER.—Preferably from a Canadian factory with agents in Paris. Samples and c.i.f. prices desired by importer in Saigon, French Indo-China.

1576. FURS.—An old-established firm in Genoa are interested in importation from Canada.

1577. HIDES AND SKINS.—A well-known firm in Genoa wish to import hides and skins from Canada.

1578. ASBESTOS.—Canadian firms interested in the Italian market would do well to communicate with an Italian importer.

1579. SPELTER.—An old-established importing house in Hankow, China, desires direct connection with Canadian shippers.

1580. METALS.—A firm of commission agents in Genoa wish to be put in touch with Canadian exporters of metals, more especially of brass and lead.

1581. SCRAP METALS.—Canadian producers and exporters of iron and steel scrap are requested to communicate with a well-known firm in Genoa.

1582. SANITARY WARE.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of sanitary ware. Full information to the Canadian Trade Commissioner at Buenos Aires.

1583. BIRCH SQUARES.—An important Hull merchant invites offers on squares for bob-bins in sizes 1 inch, $1\frac{1}{8}$ inch, $1\frac{3}{16}$ inch, $1\frac{1}{4}$ inch, $1\frac{3}{8}$ inch, $1\frac{1}{2}$ inch, $1\frac{5}{8}$ inch, $1\frac{3}{4}$ inch, square in lengths of 2 to 4 feet or longer. Must be 70 per cent of 4 feet or more. Must be free from all large knots.

1584. BIRCH SQUARES.—A North of England firm wish to get in touch with exporters able to supply squares of $\frac{7}{8}$ inch up to 2 inches, rising by $\frac{1}{8}$ inch, in lengths from 2 to 4 feet, but mostly 4 feet.

1585. SQUARES FOR BOBBINS.—An important Hull importer wishes to establish a connection with a Canadian manufacturer of birch or beech squares. Sizes required, $\frac{7}{8}$ inch square up to $2\frac{1}{2}$ inches in multiples of $\frac{1}{8}$ inch or $\frac{1}{16}$ inch. Length 2 to 4 feet in 6-inch multiples. Majority to be 4 feet and up. Quotations must be per standard of 165 cubic feet c.i.f. Hull in sterling.

1586. SOFTWOOD STRIPS.—A Hull merchant wishes to get in touch with manufacturers of Douglas fir flooring strips. Specifications obtainable on application to Department.

1587. SOFTWOOD AND HARDWOOD STRIPS.—An old-established North of England firm wish to hear from manufacturers of maple, birch, and Douglas fir flooring strips. Sizes and price information on application to Department of Trade and Commerce, Ottawa.

1588. SOFTWOOD AND HARDWOOD STRIPS.—A Hull firm is interested in getting in touch with Canadian manufacturers of both Douglas fir and hardwood flooring strips. Prices and specifications obtainable on application to Department.

1589. LUMBER.—A Swiss concern would like to import Canadian lumber.

1590. WIRE CLOTH.—Importer in Bangkok, Siam, desires catalogues and samples of wire cloth, with c.i.f. prices. Meshes 11 by 12, 12 by 12, and 12 by 13 per lineal inch. Birmingham gauges of 21, 22, and 24 respectively.

1591. CYLINDER WIRECLOTH.—Engineering import house in Saigon, French Indo-China, desires quotations of cylinder wirecloth for rice mills, with samples. Nos. 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, and 22 in rolls of 100 feet 24 inches wide. Present cost, including duty, 56 cents (gold) per square foot.

1592. CONE WIRECLOTH.—Engineering importer in Saigon, French Indo-China, desires quotations for above. Competitive price 18 cents per square foot c.i.f. Saigon (duty not included). Width 24 inches by 30 inches, length 100 feet per roll, gauge B.S.W. 18, 9 by 9 round and round wires, 10 by 10 round and square wires, 12 by 12 round and square wires.

1593. OPTICAL GOODS.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of optical goods. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1594. FLASH LIGHTS.—Importer in Saigon, French Indo-China, desires c.i.f. prices and full particulars.

1595. ELECTRIC FIXTURES.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of electrical fixtures. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1596. ENAMELWARE.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of enamelware. Full information should be sent to Canadian Trade Commissioner at Buenos Aires.

1597. CARRIAGE BOLTS.—All sizes from $\frac{1}{4}$ inch by $1\frac{1}{2}$ inches up to $\frac{1}{2}$ inch by 8 inches. Competitive price 3s. 8d. per gross c.i.f. Penang, Straits Settlements. Particulars desired by importer in Penang. Staple carriage bolt filed with Department.

1598. SEWING MACHINES.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of sewing machines. Full information should be sent to Canadian Trade Commissioner at Buenos Aires.

1599. VEHICLE EQUIPMENT.—Argentine importer wishes to receive prices and catalogues from Canadian manufacturers of wheels, shafts, and axles. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1600. BELT FASTENERS.—Argentine importer wishes to receive samples and quotations from Canadian manufacturers of copper wire and belt fasteners. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1601. AUTOMOBILE ACCESSORIES.—Argentine importer wishes to receive catalogues and prices from Canadian manufacturers of accessories for Ford cars. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1602. MOTOR ACCESSORIES.—A firm of Birmingham manufacturers' agents, with Chinese connections, desire to represent Canadian manufacturers of motor accessories. Prices both free delivered Birmingham and D/D Hong Kong are requested.

1603. SMITHY TOOLS, SUCH AS ANVILS, VISES, ETC.—Chinese commission agent in Penang, Sumatra, Netherlands East Indies, desires c.i.f. prices with catalogues.

1604. TOYS.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of toys. Full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To LIVERPOOL.—Canada, White Star-Dominion, Nov. 27.

To AVONMOUTH.—Oxonian, White Star-Dominion, Nov. 28.

To MANCHESTER.—Manchester Producer, Manchester Liners, Nov. 26.

To NEWCASTLE AND LEITH.—Cairntorr, Thomson Line, Nov. 27.

To ST. JOHN'S, Nfld.—Canadian Sapper, C.G.M.M., Nov. 24; Ceuta, Canada SS., Nov. 28; Lakefield, Lakefield SS., Nov. 28.

To BERMUDA, BARBADOS, TRINIDAD AND BRITISH GUIANA.—Balfour, Can. Pacific, Nov. 24.

To ROTTERDAM.—Essex County, Intercontinental Transports, Nov. 27.

To HAMBURG.—Grey County, Intercontinental Transports, Nov. 26.

To ITALIAN PORTS.—Valperga, Lloyd Mediterraneo Italian Service, Nov. 25.

From Quebec

To LIVERPOOL.—Canada, White Star-Dominion, Nov. 27; Montnairn, Canadian Pacific, Nov. 25.

To AVONMOUTH.—Oxonian, White Star-Dominion, Nov. 28.

From Halifax

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Cunard Line, Dec. 14.

To CARDIFF AND SWANSEA.—Canadian Mariner, C.G.M.M., Dec. 4.

To HULL.—Ariano, Nov. 24; Valemore, Nov. 30; Wheatmore, Dec. 13—all Furness, Withy.

To LIVERPOOL.—Sachem, Nov. 24; Savannah, Nov. 30; Newfoundland, Dec. 5; Rhode Island, Dec. 14—all Furness, Withy.

To MANCHESTER.—Manchester Citizen, Dec. 1; Manchester Corporation, Dec. 14; Manchester Importer, Dec. 21—all Furness, Withy.

To LONDON.—Ariano, Nov. 24; Valemore, Nov. 30; Wheatmore, Dec. 12—all Furness, Withy.

To GLASGOW.—Incemore, Furness, Withy, Nov. 30; Ascania, Anchor-Donaldson, Dec. 14.

To LONDONDEERY.—Ascania, Anchor-Donaldson, Dec. 14.

To ST. JOHN'S, Nfld.—Hethpool Farquhar SS., Dec. 5 and 19; Sachem, Nov. 24; Newfoundland, Dec. 5—both Furness, Withy.

To PORT AUX BASQUES, CORNER BROOK, CURLING, ETC.—Sable I., Farquhar SS., Nov. 26 and Dec. 10.

To BURLIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., Dec. 3 and 17.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Teviot, Dec. 4; Chaudiere, Dec. 18—both R.M.S.P. Co.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Dec. 5.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Volunteer, Nov. 27; Canadian Carrier, Dec. 11—both C.G.M.M.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Dec. 2.

To SANTIAGO, KINGSTON AND MONTEGO.—Andalusia, Pickford & Black, Dec. 16.

From St. John

To LONDON.—Bosworth, Dec. 5; Brecon, Dec. 19—both Canadian Pacific; Canadian Raider, Dec. 9; Canadian Rancher, Dec. 23—both C.G.M.M.; Verentia, Cunard Line, Dec. 16.

To CARDIFF AND SWANSEA.—Canadian Mariner, Dec. 2; Canadian Victor, Dec. 16—both C.G.M.M.

To LIVERPOOL.—Montrose, Dec. 5; Metagama, Dec. 11; Montclare, Dec. 16; Montnairn, Dec. 23—all Canadian Pacific.

To SOUTHAMPTON.—Melita, Canadian Pacific, Dec. 10.

To MANCHESTER.—Manchester Corporation, Manchester Liners, Dec. 12.

To GLASGOW.—Gracia, Dec. 8; Carmia, Dec. 15—both Anchor-Donaldson; Brandon, Canadian Pacific, Dec. 22.

To BELFAST AND DUBLIN.—Lord Downshire, Head Line, Dec. 20.

To ANTWERP.—Canadian Raider, Dec. 9; Canadian Rancher, Dec. 23—both C.G.M.M.; Melita, Canadian Pacific, Dec. 10.

To HAMBURG.—Laval County, Intercontinental Transports, Dec. 12; Bawtry, Canadian Pacific, Dec. 19.

To HAVRE.—Hada, Intercontinental Transports, Dec. 19.

To ROTTERDAM.—Hada, Intercontinental Transports, Dec. 19.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Dec. 20.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Tredinnick, New Zealand SS., Dec. 16.

To SOUTH AFRICAN PORTS.—New Georgia, Elder Dempster Line, Dec. 15.

To HAVANA (CUBA).—Emperor of St. John, Nov. 25; Emperor of Halifax, Dec. 5; Emperor of Havana, Dec. 15—all Robert Reford Co., Ltd.; a steamer, Dec. 10; a steamer, Dec. 20—both H. E. Kane & Co.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn, Canadian Pacific, Dec. 24.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Protesilaus, Nov. 26; Philoctetes, Dec. 17—both Blue Funnel.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Nov. 28; Empress of Russia, Dec. 12—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI, DAIREN AND SHANGHAI.—Alabama Maru, Nov. 26; Paris Maru, Dec. 4; Africa Maru, Dec. 16—all Osaka Shosen Kaisha.

To AUSTRALIAN AND NEW ZEALAND PORTS.—West Nilus, Pacific-Australian Line, Dec. 7.

To LONDON AND LIVERPOOL.—Cardiganshire, late November; Noorderdyk, early December; Loch Katrine, late December—all North Pacific Coast Line.

To GLASGOW.—Moerdyk, North Pacific Coast Line, late December.

To BORDEAUX, HAVRE AND ANTWERP.—Indiana, Dec. 5; Arizona, Dec. 15—both Cie. Gle. Transatlantique (French Line).

To HAMBURG AND ANTWERP.—Montgomeryshire, early December; Moerdyk, late December—both North Pacific Coast Line.

To ROTTERDAM.—Cardiganshire, late November; Noorderdyk, early December; Loch Katrine, late December—all North Pacific Coast Line.

To HAVRE.—Montgomeryshire, North Pacific Coast Line, early December.

To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Leme, Navigazione Libera Triestina, Nov.-Dec.

To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—West Jappa, Pacific-Argentine-Brazil Line, early December.

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Commercial Intelligence Journal

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Acting Minister: Hon. J. A. Robb, M.P.

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SOUTH AFRICAN MARKET FOR REFRIGERATORS

TRADE COMMISSIONER G. R. STEVENS

Cape Town, October 23, 1925.—An examination of the present market for refrigerators suggests that a steady increase in importations may be anticipated for the next few years.

South Africans do not appreciate or utilize ice to the same extent as Canadians, and in spite of the hot summers and the dusty air, the refrigerator is not regarded as an essential item of kitchen equipment. The lack of appreciation is illustrated by the substitutes for refrigerators which are manufactured and sold in South Africa; small tin boxes with screen doors, or food chests made of soldered tin sheets with a trough upon the roof for water. These primitive substitutes illustrate the undeveloped nature of the general demand, particularly among the predominant rural population. To-day practically none of the imports of refrigerators are placed outside of the towns. In the urban centres, however, more are sold each year, and there is some trend towards better types of equipment. It may be anticipated that in time a similar demand will spread into the country areas.

The organization of dairy marketing and the supply of dairy products in modern form is a comparatively recent development in many parts of South Africa, and such development automatically creates a demand for improved conveniences for the domestic storage of such products. Moreover, it is understood that in the near future both the supply and the price of ice will be bettered in the cities. The manufacture and sale of this commodity has been something of

a monopoly in the past, but recent investigations are expected to bear fruit in the shape of better service and increased demand. Both the above circumstances will have an important bearing upon the sale of refrigerators.

QUANTITY OF IMPORTS

The item of refrigerators is not differentiated in the Customs returns, but it is probable there are between 1,000 and 1,200 imported into South Africa each year. There is no manufacture of refrigerators of any importance in the Union. In the past, the supplies have come almost entirely from the United States, but during the past year or two, four Canadian firms have entered the field, and each would appear to be obtaining about ten per cent of the total sales. While Canadian prices are usually slightly above the corresponding American offerings, the quality of Canadian equipment seems to be a little better. Moreover, the American manufacturers are located at inland points which necessitate heavier freights than those which their Canadian competitors pay.

GERMAN REFRIGERATORS

In addition to Canadian and American supplies, there have been a few shipments of German refrigerators, which were bought in London through buying agents there. These are reported as unsatisfactory. The wood is cheap, is so soft that it easily becomes odorous, the metal parts spoil quickly, and the shelving arrangements are bad. One or two specimens noticed had glass shelves set in wooden frames. Moisture had swollen these frames and they did not fit.

SALES FACTORS

The determining factor in selling refrigerators in South Africa is the refusal of the customer to regard his refrigerator as a permanent piece of furniture. On this account the ratio of sales of small and cheap boxes to better-built types is very high. The South African housewife does not realize the advantage of keeping all food in cool storage; it is only her milk and butter and perhaps her cheese and lettuce that she so protects. This circumstance militates against the sale of larger and better-class refrigerators, and it will be some time before the public understands the relative unimportance of first costs.

Companies selling refrigerators in South Africa should instruct their agents to point out to importers that it costs 65 per cent upon the f.o.b. value of a Canadian refrigerator to land it in the warehouse of a South African merchant in a seacoast town. Of this 65 per cent, almost precisely half is ocean freight, and another 6 per cent represents terminal charges which are assessed upon a tonnage basis; in other words, barring duty, it costs just as much to carry and land the cheapest refrigerator as the most costly of the same size. This circumstance should make it much more profitable for merchants to sell better-class equipment; yet South African importers seem unwilling to make any particular sales effort in such direction.

The most popular refrigerators are the small bottom-price boxes with an ice capacity of perhaps forty pounds, and a foodstuffs chamber of perhaps two or two and a half cubic feet. On such small types it seems to be immaterial whether the ice door hinges from the top or from the front, but as the former type are somewhat cheaper, they are more generally ordered. These refrigerators are galvanized lined, both plain and white-enamelled. The woodwork is finished in a golden oak stain, and is cheap and rough, particularly on backs and bottoms.

Such refrigerators must sell in South Africa at not more than £7. With ocean freight and landing charges at 65 per cent, the seasonal nature of the trade causes the dealer to put on 35 per cent, making the selling price double the f.o.b. cost. In other words, the Canadian manufacturer must offer such refrigerators at approximately \$17.50 f.o.b. Canadian ocean ports.

LARGER SIZES

A second type in demand is a larger size in the same quality. The most popular variety is a refrigerator with an ice capacity in the neighbourhood of 125 pounds, and a food storage capacity of from three and a half to four cubic feet. In the majority of this type of refrigerator, the ice box forms a rectangular compartment in one of the top corners, with a door on the front, and there are small and large food compartments as well. In finish and quality, they are little different from the cheaper variety, except that the galvanized linings are usually white-enamelled. There would seem to be little desire for exterior enamelling instead of staining, perhaps because the enamelling adds something to the cost.

The above refrigerator must sell for in the neighbourhood of £12, which would make the f.o.b. price approximately half that amount.

BETTER-CLASS GOODS

These two types represent the majority of the cheap trade, and this cheap trade is an overwhelming proportion of the whole demand. There are approximately ten cheap refrigerators sold for every one of the high-class, one-piece-lining type. One of the Cape Town dealers who handles approximately one hundred refrigerators per season, declares ten of high-priced types to be too many. Some Canadian firms will only accept business in the cheap types if they are guaranteed a percentage of better-class refrigerators as well; such firms should not make this percentage more than 10 per cent in so far as the South African market is concerned. Except in special circumstances, it is practically impossible to sell a refrigerator for more than £20. in South Africa. While ocean freight and landing charges should not be more than 50 per cent in the case of better-class equipment, it will be realized that it is most difficult to place any other than the smallest sizes of the high-class manufactures.

METAL REFRIGERATORS

Metal refrigerators would appear to be even slower in attaining any measure of popularity. A number of the largest dealers have tried them from time to time, but without conspicuous success. It may be that the purchaser traces some analogy between the imported metal refrigerator and the cheap and crude food boxes which are manufactured locally. Both the square and the cylindrical type have been sold without obtaining repeat business, and the plea of greater cleanliness and endurance has failed to impress. It is probable that they could be put on the market, but only with a sustained effort that the limited demand might not warrant.

ELECTRIC REFRIGERATORS

An American electric refrigerator has been introduced during the past year, and is finding some business, particularly in Durban, where current rates are most favourable. It seems improbable, however, that any particular trade awaits this type of equipment in the near future, both because the price is high and because a number of cheap and reasonably efficient English ice-making machines are on the market. While these latter machines, which usually consist of little more than a sulphuric acid chamber and a compression pump, do not make very much ice, they serve the purpose in inducing coolness for waters or other liquids.

PACKING

To anyone who can solve the problem of how to utilize the waste space in shipping refrigerators, a large share of the market will belong. As has been shown, ocean freight puts a matter of one-third on to the f.o.b. cost, and if

this space could serve for the transport of anything else, it would materially improve the price of and the demand for refrigerators.

The cheap nature of many of the refrigerators shipped to South Africa has led to equally cheap packing in some cases, and this has resulted in numerous complaints. It may seem unfortunate that one must add a very fair percentage of the entire value of a refrigerator to cover packing, yet there would appear to be nothing else for it, as cheap shipping cases invariably lose customers and spoil the demand. One Canadian firm now in the South African market has created an admirable impression by the care that they have taken in their packing, both with regard to the protection of the refrigerators and the economy of space.

SALES METHODS

All refrigerators are sold by commission agents who handle them in conjunction with other hardware lines. Until perhaps five years ago, there were not more than a dozen of the larger general merchants who handled refrigerators. These firms imported perhaps sixty or seventy and sold them one or two at a time to retailers as requisitioned. Of late, however, an increasing number of hardware and ironmongery merchants are stocking refrigerators, and indent overseas for anything from a dozen to a score. In the meantime, the wholesale establishments bring in about the same number as formerly.

Perhaps one reason why the rural trade in refrigerators has been so slow in developing is because little or no effort has ever been made to sell the dealers of the interior. The average hardware agent of good standing in South Africa usually travels about ten thousand miles per annum, carrying full ranges of samples with him. It is, of course, out of the question for him to carry a refrigerator with him even for two months in the year, as the freight on such a bulky sample would be much more than any commissions which might accrue to him. On this account, and because it is most difficult to persuade an importer to experiment upon new lines without selling samples, the interior areas have not been worked to date.

It occurs that if a Canadian manufacturer were to make up miniature refrigerators of perhaps two cubic feet, complete in all details, which would pack in a traveller's trunk, showing the workmanship and materials, their South African representatives would be able to carry such samples during the purchasing season and might reach purchasers who have not been approached to date. There seems no reason why a larger number of refrigerators should not be sold in this market if their advantages are fully brought home to the better-class importers.

As the South African summer begins in November, refrigerators are ordered from April to June for shipment during August and September. It is strictly a seasonal business and all the trade is booked within a few weeks.

Quotations should be f.o.b. Canadian ocean ports, and should contain dealers' discounts, cash discounts, and agents' commission. Practically all business is paid for through London or New York confirming houses, or else on sight draft terms.

EXPORT OF KAURI GUM FROM NEW ZEALAND

Mr. C. M. Croft, Trade Commissioner at Auckland, writing under date of October 27, 1925, states that an Act has been passed by the Parliament of New Zealand providing, if necessary, for the control of the export of kauri gum. The Act provides for the establishment of a Board of Control, which board may exercise its powers in the direction of either partial or total supervision of the purchases and sales of kauri gum in New Zealand, and furthermore the Governor General may prohibit the export of this commodity, save in accordance with a license to be issued by the Minister of Customs. This Act is to become effective as from April 1, 1926.

UNFAVOURABLE AUSTRALIAN SHIPPING AND PRODUCTION CONDITIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 26, 1925.—The prolongation of the British seamen's strike in Australian waters, which began in the latter part of August, is at present assuming grave proportions in relation to the imports and exports of the country and is proving to be a more disturbing element to traders than was anticipated at its beginning. Even though an early settlement may be reached, trade will be dislocated for some months before shipping can be resumed under normal conditions. No settlement, however, is in sight, but press reports indicating that work has been resumed in British and South African ports are not without influence on the men here as some are returning to their vessels and those on incoming vessels are remaining at work.

About forty-five vessels are still idle in Australian ports, and a serious position is facing primary producers of perishable commodities, such as eggs, butter, cheese and frozen meat. At this time of the year much of this produce is intended for the English Christmas market, but there seems little likelihood that it will reach there in time in any volume. Fortunately the butter season was late, but large quantities of both butter and eggs are now beginning to accumulate in cool storage and no opportunity is being lost to ship it as the limited space offers. It is realized that if no change occurs very soon efforts will have to be made to get vessels away by voluntary labour, and it is understood that the Government is contemplating action in that direction in the immediate future.

A factor causing much more anxiety to the general community than the shipping strike is the lack of rain, particularly during the past four weeks when it was most needed for crops maturing towards the end of the year. Reports from many sections of the country indicate that the dry areas are steadily extending and that grain yields much below the average are expected. The pastoral and dairying industries are also being adversely affected by the dry conditions, and the consequent disappearance of grass in many parts of the country is resulting in a considerable all-round depreciation in the value of sheep and cattle and a corresponding rise in hay and other fodder.

Practically every State is affected, and traders are perturbed at the marked falling off in country orders, which are usually fairly good at this time of the year. Much will depend upon the next two or three weeks, but the rains would have to be very general to alter conditions to any extent. Under the circumstances, it appears very probable at the time of writing that the quantity of Australian wheat of the 1925-26 harvest available for export will be more limited than in recent years, and that the volume of butter, cheese, meat and other primary products will also be much curtailed.

A feature of the situation and an indication of the present unfavourable outlook, is that inquiries are being made in overseas countries for oats, of which it is expected importation will be necessary by at least three States. Canadian exporters will have been advised by the Department of Trade and Commerce that samples and c.i.f. prices have been cabled for by this office on behalf of Melbourne grain merchants. They are required by the earliest mail, and unless conditions alter materially a good volume of business should result.

PROPOSED NEWSPRINT MILLS IN TASMANIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 20, 1925.—Since the report recently furnished by this office under the above heading, published in *Commercial Intelligence Journal* No. 1129 (September 19, 1925), the Commonwealth Government has announced that proposals to pay a bonus of £4 per ton on newsprint and other papers manufactured from Australian hardwoods would be submitted at the next meeting of Parliament.

Since the announcement of the amount of the bonus which the Government is prepared to offer, the company which had applied for assistance to establish the industry has stated that the amount is insufficient to warrant them proceeding with the project. The bounty sought was £6 per ton as well as higher duties on overseas imports.

In view of the representations made as to the inadequacy of the assistance offered, the interested company has been informed that if a case were established, from further data to be submitted, the Government would consider additional assistance to enable the industry to be established. This the directors have undertaken to do in time for the Government to arrive at a decision before the company's option, on suitable timber areas in Tasmania, expires early in December next.

In the meanwhile the following public comment by the Minister of Trade and Customs on the situation, and the extent to which the Government is prepared to assist the industry, is submitted for general information:—

The project placed before me by the company was that a paper mill should be erected in Tasmania capable of making up to 20,000 tons a year of newsprint and writing paper from Tasmanian hardwood at a capital expenditure of £600,000, and if the undertaking proved commercially successful consideration would be given to the expenditure of up to £2,000,000 to make the whole of Australia's paper requirements. The many benefits of such an industry as this to Tasmania, and in fact the whole of Australia, were so obvious that the proposal demanded the sympathetic and careful consideration of the ministry. There is no duty on newsprint under the British preferential tariff, and under which Canada now also benefits. The duty on Scandinavian newsprint is £3 a ton, and the duty on various other paper that could be made is from 5 to 25 per cent. No proved information was available to the ministry regarding the costs, quantities, or qualities of the paper it was proposed to make, and exhaustive world inquiries were therefore made by me regarding costs, processes, and wages, so that the ministry might arrive at a conclusion as to what was required to enable the newsprint industry to be successfully established. The ministry determined that a bounty of £4 a ton, with a deferred duty, would be sufficient assistance to establish the new industry.

This would amount to the payment of £120,000 a year on the average to support an industry that would pay £200,000 in wages a year, and over the five years would mean an offer to pay £600,000 by the Commonwealth for the establishment of the paper industry. The capital expenditure necessary for the production of 30,000 tons of paper a year would be less than £1,000,000, so that the offer of the ministry was equal to a bounty of £120,000 a year for five years. The ministry was not influenced by the actions of newspaper proprietors, or by anybody else, in coming to their decision, but was actuated solely by a desire to see this valuable industry established.

AUSTRALIAN DRIED FRUITS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 20, 1925.—At a recent meeting of the Commonwealth Dried Fruits Control Board gratification was expressed that the Canadian-Australian tariff treaty had been brought into operation on October 1.

In the opinion of the board the measure of preference granted by the Dominion on dried fruits was substantial and, at par rate of exchange, was equivalent to £14 per ton, as against the preference granted in Great Britain of

£7 per ton on sultanas and lexias, and £2 per ton on currants. It was further stated that the greatest care was being taken to ensure that only the best quality of Australian dried fruits was forwarded to the Dominion, and in view of the lateness of the present season, and the fact that the American harvest had unfortunately been available before the operation of the treaty, the export board will not license other than experimental shipments of first-quality fruit, but expect that, with the opening of the new season, fruit of excellent quality will be available for Canada. The board recognized that, particularly in the initial stages of the campaign in Canada, the utmost importance attaches to quality, and the result of the improvement already effected by growers last season was shown by the substantial improvement in prices being realized in Great Britain for sultanas.

The board added that the most encouraging reports were being received from Great Britain in respect to the improvement in quality of sultanas. This was shown by the resolution adopted at the conference of grocers in Great Britain, and if equal attention were paid to the quality of fruit exported to Canada under the reciprocal tariff treaty, the full benefit of the preference should be maintained.

Unfortunately the trade treaty was only ratified by the Commonwealth Parliament in September and went into operation on October 1, when the bulk of last season's crop had been disposed of on the London and other overseas markets. It is reported that at present few sultanas are available for export and that stocks in London comprise only about 200 tons of good-quality currants and a small quantity of lexias. Operations on the Canadian market will therefore be confined to the new season's crop, which will be ready for export about the middle of April, 1926.

The board is now in consultation with leading growers and exporters regarding the selection of an expert trade representative to proceed to Canada towards the end of this year to establish trading connections and markets for the forthcoming crop. The board is to make the appointment, but the trade will have a voice in the selection of a suitable man who will confine his attention to Australian dried fruit and Australian wine interests. It is anticipated that trade representatives will also be sent to the Dominion on behalf of the Commonwealth canned fruits, butter, and other industries which benefit by the treaty.

VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, October 19, 1925.—In sequence of the numerous reports from this office which have appeared in previous numbers of the *Commercial Intelligence Journal* relative to the large quantities of electrical equipment required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are now advised that further tenders are being invited for turbo-generators, transformers, switchgear, cranes, and accessory plant in connection with a large hydro-electric scheme which is also being established by the Government under the supervision of the commission. This hydro-electric scheme is to supply the northeastern section of the state and also to assist in meeting the estimated surplus demand for electricity in the metropolitan area which is expected to exist at the end of 1928.

Particulars of requirements are briefly outlined thus:—

Specification No. 26/1, Turbo-generators and transformers.—Unit No. (1), 2 turbo-generators developing approximately 7,200 kva. at 90 per cent P.F. each, and 7-2,500 kva. single-phase transformers 40,420/6,600 volts; (2) 1 turbo-

generator 4,150 kva. and 4-1,400 kva. single-phase transformers, 13,746/6,600 volts; (3) 1 turbo-generator 2,850 kva. and 4-1,000 kva. single-phase transformers 13,740/6,600 volts; (4) 2 turbo-generators 4,750 kva. and 7-1,833 kva. single-phase transformers 13,740/6,600 volts; (5) 1 turbo-generator 800 kva.; (6) 7-3,300 kva. single-phase transformers 40,420/22,000 volts.

Switchgear.—The work called for under the specification includes the supply of switchgear for the control of the transformers and circuits.

Cranes.—Cranes suitable for handling the turbo-generators and transformers are also required for certain units.

Date of Closing of Tenders.—Tenders—on the prescribed form—should be addressed as first-class mail matter to the Secretary of the State Electricity Commission of Victoria, 22-32 William street, Melbourne, Australia, in time to reach their destination on or before April 12, 1926.

Charges for Specifications.—The specifications covering the requirements and appended contract forms may be inspected at, and copies obtained from, the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

The Electricity Commission makes a charge of £3 3s. (\$15.33) for a set of three copies of the specification, and for each additional copy a charge of £1 1s. (\$5.11). The first fee is returnable upon receipt of a bona fide tender, but that for extra copies is not.

Deposits on Tenders Payable in Canada.—As in the case of previous specifications, to facilitate the interests of Canadian tenderers the Electricity Commission has arranged with the Department of Trade and Commerce, Ottawa, that the amount of the preliminary deposit required to be deposited with each tender can be made in Canada. The deposits are to be paid to the Accountant of the Department of Trade and Commerce, Ottawa, and his official receipt only need be forwarded with the tender to Melbourne. The sum to be so deposited in this instance is 1 per cent of the tender price, but in no case shall the amount exceed £100 (\$486.67).

The elimination of the more circuitous method of deposits being sent to Australia, and possibly being returned to Canada, makes the payment in Canada a convenience alike to the commission and the tenderers.

COMMODITY MARKET CONDITIONS IN NEW ZEALAND

TRADE COMMISSIONER C. M. CROFT

Auckland, October 23, 1925.—The recent unfortunate shipping strike has had a far-reaching influence on general business conditions in New Zealand. For some weeks no vessels were dispatched direct to England, but now nearly all of those which were held up in New Zealand ports have sailed. When the strike was at its climax the dairy factories were making no payments to the farmers, but on Tuesday last a payment was made, and this lifted a great load from the shoulders of the farming community, and therefore from business men in general. This step should result in an improvement in conditions generally.

ONIONS

The R.M.S. *Aorangi* brought a very large shipment of Canadian onions to New Zealand, this shipment being claimed to be the largest that ever arrived in this Dominion in one boat. The quality was all that could be desired, so far as present information goes, and the packing was well done, with very few breakages. The prices of this consignment on arrival averaged from 27s. 6d. to 30s. per crate. Further supplies are due by the R.M.S. *Niagara* on November 9.

APPLES

A fair quantity of apples from British Columbia has recently arrived, and these, like the onions, were in excellent condition. Retail prices run at from 6d. to 8d. per pound. Much satisfaction was expressed at the grading and packing of this consignment.

OATS

The market for oats has assumed a firm tone in the southern part of this Dominion, where it seems that stocks are not so great as had been estimated. Grade oats are hard to procure, the majority of the samples now on hand being undergrades. This week's quotation of 6s. ex store is firm. Seed oats are at present in poor demand.

FISH

There have been few changes in the fish market. Some of the new season's pack of salmon is due in about two weeks, and very small supplies are now being held. Sockeye is being quoted at 19s. 6d. to 20s. 6d. for 1-pound tins, and 10s. 6d. for $\frac{1}{2}$ -pound. Cohoes are selling at 14s. and 7s. 6d. and pink at 10s. and 6s. Prices for future arrival remain firm, as follows: Sockeye, 19s. 9d. to 20s. 3d. for 1-pound and 10s. 6d. for $\frac{1}{2}$ -pound; Cohoes, 13s. 6d. to 14s. and 7s. 6d.; Pinks, 9s. 3d. to 9s. 6d. and 5s. 6d.; and Chums, 8s. 3d. to 8s. 9d. and 5s.

These prices are net c.i.f., and it is reported that they are likely to increase. Herring are in ample supply at the following prices: fresh, 8s. 6d. for 1-pound and 5s. for $\frac{1}{2}$ -pound; kippered, 9s. 9d. and 5s. 9d.; and in tomato sauce, 10s. 6d. and 6s. 3d. Sardine stocks are fairly good and quotations are 8s. 3d. to 8s. 6d. for halves and 4s. 6d. to 4s. 9d. for quarters.

METAL MARKET

Galvanized iron stocks are improved and business reported to be steady at £31 for corrugated and £30 for plain. Fairly large stocks of wire nails are on hand, and have been selling freely at 23s. Inquiry for fencing wire has been good and average stocks are being held; the prices for Canadian are £18 for plain and £25 for barbed, while English prices are £19 and £26 respectively. Pig-iron is in ample supply at present and quotations are £9 to £10. Bar iron and steel are selling readily at £22 and shoeing bars at £23. Plate and sheet stocks are normal and steel sheets are quoted at £25. Lead is reported to have advanced again in other markets, and has remained firm here; sheet rules £60 and pig £46. Zinc sheets are not selling well at £65. Stocks of iron pipe became somewhat low during the strike, and quotations remain firm at 45 per cent off for galvanized and 55 per cent off for black.

WALLBOARD

Canada has succeeded in securing a fair proportion of the trade in wall-board of various classes, mainly plaster centre, and speaking generally the quality of the Canadian product has proven satisfactory. One or two complaints have come to the writer's notice of the board being of poor quality or imperfect manufacture, and also not sufficiently thick to comply with local requirements, but in each of these cases the matter has been easily adjusted. At the present time adequate stocks of wallboard are held and the price is 27s. 6d., with steady inquiry.

SELLING IMPORTED FRESH FRUITS IN JAMAICA

TRADE COMMISSIONER JAMES CORMACK

Kingston, Jamaica, November 9, 1925.—As Jamaica produces a great quantity and variety of fruits, the market for imported fresh fruits is very limited. During the calendar year 1924 a total of roughly 140,000 pounds of fresh fruit, valued at about \$9,000, was brought into the island. The customs returns are not very specific, but it is known that the trade consists largely of apples, pears, and grapes, of which the former account for 85 per cent of the total trade.

APPLES

In the proposed Canada-West Indies Trade Agreement, which has lately been assented to by Jamaica, apples coming from Canada to this colony are specially provided for, and enter subject to a tariff preference of 50 per cent over foreign countries. As other kinds of fruit are not specially mentioned in the agreement, they will be accorded the ordinary British preference of 25 per cent, which under the existing tariff amounts to 5 per cent ad valorem. As the tariff stands at present, this would mean that apples from Canada will pay duty at the rate of 10 per cent ad valorem and other fruits 15 per cent ad valorem—the rate from any foreign country being 20 per cent ad valorem in both cases. Because of this preference and the cold storage steamers, the probable effect of the completion of the agreement will be an increased trade in apples from Canada. Apple imports last year totalled 124,619 pounds valued at £1,482, of which the United States is credited with 117,143 pounds valued at £1,427, and Canada with 7,285 pounds valued at £250.

TYPE OF APPLE IN DEMAND

The York Imperial, Ben Davis, Kings, Baldwins, and Black Ben are coming into the market to-day. The two first named are best liked, and have most of the trade. The market requires a red apple, and one which will retain its appearance for a long time in the hot climate. From invoices seen this week, York Imperial (minimum size $2\frac{1}{2}$ inches) from Virginia were bought by importers at \$6 f.o.b. New York, while Ben Davis cost \$5—both per barrel of 160 pounds net weight.

DISTRIBUTION

Except for small and occasional shipments from Halifax, apples come to this country almost wholly by the United Fruit Company's fast, direct weekly service from New York. As the voyage takes less than half the time taken from Canada, the fruit are so much better on arrival. This is the prime factor in influencing the trade to American exporters. There are about half a dozen direct importers in Jamaica, who buy from the vendors. Some of these importers have their own retail stores and sell direct to the public, others have stances in the market. The favourite method of distribution of apples, however, is by peddling. In the shops apples are retailing at 12 cents per pound. The fruit is too expensive for the trade to be subject to much development. If apples could be landed here, duty paid, at about 24s. per barrel, to enable them to be sold at a profit for 6 cents per pound, the consumption would rise very rapidly. Care must be taken, however, not to flood the market. This was done about two years ago by a shipment of 200 barrels from Canada, and resulted in a serious loss. About 30 barrels per week appears to supply the market fully at present.

THE FRUIT SEASON

While it is possible to sell a little imported fruit here all the year round, the selling season really commences about October, and practically finishes in

December. After Christmas the demand fades away. There is no sound reason for the sudden cessation from buying, and the latter is thought to be a custom which might reasonably be overcome by a little co-operation between the shippers and the vendors. Cold storage is available here, and costs 2s. 6d. per barrel per month.

BOXED APPLES

The trade in boxed apples is confined to Christmas selling in the shops. It has never been successful in Jamaica, as it makes the fruit too dear in comparison with those shipped in barrels. This market is essentially one of price in all commodities, and it is not thought that the sale of wrapped boxed apples has much of a future, as it would always be largely for the better-class trade, which is decidedly limited.

OTHER FRESH FRUITS

The 1924 figures of import for fresh fruit other than apples show that 17,369 pounds valued at £330 were imported, the United States being credited with 8,429 pounds valued at £209, followed by Spain with 7,720 pounds valued at £89. No details are given, but the trade is known to be practically equally divided between pears and grapes. Pears come largely from the United States in boxes of about 140 wrapped pears. A current quotation is \$4.75 f.o.b. New York. Grapes are imported mostly from Europe and the United States in kegs of 30 pounds net. Only green grapes are seen. "Emperor" grapes were quoted last week at \$5.25 per keg f.o.b. New York. These fruits are very perishable, however; hence they must be carefully packed and quickly despatched and sold if the trade is to be at all profitable. Merchants say that the average pear box is too light—i.e. the tops and bottoms cause pressure spots on the fruit, which ruin their appearance and assist decay. Other fruits, such as plums, blackberries, strawberries and the like might be sold here if sent in cool storage, but meanwhile it is not worth while risking money in the venture.

COMMERCIAL CONDITIONS IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

IMPORT TRADE

Liverpool, November 7, 1925.—*Timber.*—During October imports of New Brunswick and Nova Scotia spruce deals continued light, new business being mainly transacted at reduced prices owing to the continued pressure of European whitewood. The market for birch timber has been quiet but the lumber situation has improved, foreshadowing a more satisfactory season if shipments are not unduly heavy. In Douglas fir deliveries from stocks in Liverpool were fairly satisfactory during the month and the total stock in Liverpool and Manchester is reduced. Pine values have continued firm. For the month ending October 31, 1925, unofficial statistics of certain timber imports, consumption and stock are given in comparison with the corresponding period of 1923 and 1924, as follows:—

Liverpool

	Import		Consumption		Stock	
	1924	1925	1924	1925	1924	1925
B. C. and Oregon pine .. .. .cu. ft.	102,000	8,000	53,000	41,000	246,000	185,000
Birch logs .. .. .cu. ft.	2,000	6,000	2,000	4,000	15,000	54,000
Birch planks .. .. .cu. ft.	19,000	40,000	14,000	20,000	144,000	190,000
Quebec yellow pine deals .. ..stds.	480	570	430	300	5,080	5,520
Quebec red deals .. .. .stds.	290	130	50	40	1,430	1,520
Quebec spruce deals .. .. .stds.	1,200	....	290	40	2,360	2,590
N. B. and N. S. spruce and pine ..stds.	2,670	3,260	1,600	1,510	6,780	6,820

Manchester

	Import		Consumption		Stock	
	1924	1925	1924	1925	1924	1925
Quebec board pinecu. ft.	2,000	5,000	1,000	5,000	79,000	117,000
B. C. and Oregon pinecu. ft.	20,000	21,000	49,000	13,000	63,000	74,000
Birch logscu. ft.	.....	.....	1,000	.....	1,000	14,000
Birch plankscu. ft.	12,000	.....	12,000	10,000	60,000	139,000
Spruce dealsstds.	900	1,410	1,190	1,010	5,930	4,360

Grain and Flour.—For the greater part of October trading in imported wheat was on restricted lines, but during the last ten days there was a little better consumptive demand. The failure of Russia to furnish the promised supplies has reacted in favour of Canadian wheat, which has dominated the market. At the end of October No. 1 Canadian was quoted at around 52s.—afloat per 480 pounds c.i.f. as compared with 49s. 3d. a month ago. Of the total trade in c.i.f. parcels, Liverpool claimed 33.1 per cent, Manchester 6 per cent and Hull 3.9 per cent. The demand for imported flour has not been satisfactory. There has been a little trade in Canadian top patents, but generally export patents were not competitive with home millers. American flour is above the market. A certain amount of Australian on spot has been disposed of at competitive prices with home millers, namely from 39s. to 40s. ex stores. Canadian export patents closed around 41s. to 42s. The preliminary figures showing the imports of grain and flour to this area for the month of October, 1925, are as follows.—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool	475,935	14,371	174,401	16,008	8,923
Hull	269,533	1,339	174,426	189,148	4,584
Manchester	282,459	4,500	10,369	11,161	10,966

Butter.—There was a distinct falling off in the demand for butter during October. At the beginning Canadian was averaging around 210s. per cwt. and advanced on New Zealand strike news to 216s., but finished the month again around 206s. to 208s. New Zealand was offered at 216s. to 218s. at the end of the month. Reduced German buying following the imposition of a duty on imported butter affected Danish quotations, which, however, recovered closing at around 224s. Irish creameries were at 200s. to 204s. at the end of the month. A certain amount of Siberian has been selling at from 170s. to 180s. for confectionery purposes and the cheaper counter trade.

Cheese.—The consumption of cheese was also below normal during October. Following a fair trade earlier in the month, Canadian cheese met a slow demand and finished around 116s. to 117s. with New Zealand offers nominal. It is estimated that on October 31 Canadian cheese stocks on hand amounted to 246,000 packages as compared with 227,000 a year ago, and New Zealand 3,300 crates as against 25,000 this time last year.

Bacon.—The bacon market which opened firm, experienced poor consumptive demand. Danish offers, which opened at 140s. to 144s. per cwt., closed around 118s. Canadian Wiltshire cuts 50-80 lb. average dropped from 128s. to 130s. to 103s. to 107s. American Cumberlands 24 to 32 lbs., average closed around 104s. to 111s. and the clear bellies 14 to 20 lb. average at 116s. to 120s. Irish pigs are scarce, but heavier November killings are anticipated in Denmark.

The following are unofficial estimates of the stocks of provisions in the port of Liverpool on October 31, 1925, in comparison with September 30, 1925, and October 31, 1924:—

	Oct. 31, 1925	Sept. 30, 1925	Oct. 31, 1924
Bacon.. . . . .(boxes)	4,644	5,400	3,359
Hams.. . . . .(boxes)	1,442	2,403	2,947
Shoulders.. . . . .(boxes)	19	420	131
Butter (all countries).. . . . .(cwt.)	9,983	9,897	6,327
Cheese (full shapes)—Canadian and United States.. . . . .(boxes)	39,513	23,384	37,546
Cheese (full shapes)—Australian and New Zealand.. . . . .(crates)	301	65	118
Cheese (full shapes) 50 lbs. and under.. . . . .(boxes)	57	987	168
Cheese (manufactured).. . . . .(lbs.)	17,178	...	...
Lard (prime steam western).. . . . .(tierces)	540	641	1,504
Lard (imported pure refined lard in tierces, firkins, or other packages).. . . . .(tons)	4,016	5,635	2,380

Eggs.—During October fresh eggs advanced from 4s. to 5s. per 120. Irish cold stores have gone up from 6d. to 1s. during the month. There were heavy arrivals of Argentine eggs, the quality of which varied, keeping values at around 15s. 6d. to 17s. 6d. Fresh Russian eggs arriving in fine condition have brought from 12s. to 16s. depending on size. Canadian storage eggs have not been much in evidence on the Liverpool market, but during the last two weeks sales have been reported at 19s. to 20s. ex warehouse.

Hay.—Some 16,790 bales of Canadian hay arrived at Liverpool during October. These figures compare with the five previous months as follows: September, 12,000; August, 12,870; July, 12,000; June, 16,000; and May, 17,450. Sales have been reported at between 78s. and 80s. c.i.f. for good quality clover mixture, and recent arrivals have met with a fairly steady demand. One important dealer interviewed estimates the present situation as slightly better than this time last year.

Cattle.—During October 4,435 stores and 420 fat cattle were landed at Birkenhead from Canada. Recent average prices have been around 9½d. to 9¾d. per pound sinking the offal.

Some 823 fat and 1,005 store cattle arrived at Manchester during the month, of which latter amount 318 were licensed out for feeding purposes. Recent arrivals have not been quite up to the usual high standards. Average prices have been around £27 per head. Owing to fresh outbreaks of foot and mouth disease an embargo has now been placed against shipments of store cattle to Manchester.

INDUSTRY

Now that the largest cotton crop since 1914 seems to be assured, there is every prospect for comparatively cheap raw materials and Lancashire is therefore looking forward to a renewed spell of working at full capacity. The lower prices for finished piece goods should place mills of this district in a much better position for trading in the large eastern markets, with the result that the export outlook is regarded by many as distinctly brighter.

After marking time for a lengthy period due to the raw materials position, there have lately appeared definite signs of a revival in the Bradford woollen and worsted piece goods manufacturing districts, and the position of the unemployed workers in this industry has lately improved.

The Textile Machinery and Accessories Exhibition held at Manchester in October was very successful, and it is reported that some considerable orders were placed for machinery. The exhibition, which was probably the most complete and comprehensive yet held, had on display over 2,000 machines and appliances for use in the various textile trades.

There have been evidences of slight improvement in the Lancashire mechanical engineering industry and of increased activity in the Sheffield cutlery and plate trades. The Northeast coast coal trade reports the continuance of improved business with the outlook fairly promising. The depressed ship-building situation continues practically unchanged.

THE POTATO MARKET CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, November 17, 1925.—The shortage in the United States potato crop and the subsequent activity of Canadian potato exporters has resulted in a temporary glut in the market, and as of midnight on November 9 the American Railroad Association placed an embargo on potato shipments from Canadian points to Boston, New York, and Pittsburg, owing to the congestion of cars of Canadian potatoes at Boston, following the report of the shortage. The movement of coastwise shipments is not affected by the ruling and large shipments are in transit by vessels from Maritime Provinces to eastern United States ports.

Market conditions usually prohibit the purchase of Canadian potatoes in the United States on account of the 50 cents a 100 pounds duty charges. These, added to the prices quoted by Canadian shippers, generally make prices too high, but the short crop has made it possible for United States potato dealers to purchase Canadian potatoes and pay the duty, at a less total cost than the prevailing price paid for potatoes in the United States. Local dealers regard the New Brunswick potato as equal to those received from Maine, but complaints have been made regarding potatoes received from points outside New Brunswick. Some of these shipments are reported to have been affected by the disease known as "late blight" and to have shown considerable wet rot upon arrival. One firm reports that some cars shipped in bond to Panama and Cuba resulted in large claims from the consignees, on account of the arrival of the shipments in bad condition.

FOREIGN TRADE OF THE UNITED STATES

New York City, November 18, 1925.—United States exports decreased and imports increased in the month of October as compared with the corresponding month of the previous year, according to statistics of the Foreign Trade of the United States issued by the United States Department of Commerce. Exports in October of this year were \$492,000,000, as compared with \$527,171,781 in October, 1924. Imports were \$375,000,000, as compared with \$310,751,608. The imports for October this year were larger than for any month since March, 1923, and the exports, though exceeded by last year's, were larger than for any month of the calendar year.

Gold imports in October were \$50,740,649 and exports \$28,039,190. For the year to date the United States has received \$110,601,053 in gold and exported \$232,311,902. Silver exports during October amounted to \$8,783,376, against imports of \$5,601,851.

LATVIAN FLAX MARKET

According to an official report the Latvian flax market is quiet and the number of transactions so far have been comparatively few. Before securing larger parcels foreign buyers are anxious to see how the quality of the fibre will turn out. The yield is now estimated at about 25,000 tons, but in view of the increasing local consumption it is not expected that the quantity available for export will be larger than in previous years. About 17 per cent of last year's yield was absorbed by local manufacturers, whereas about 22 per cent will be needed by local spinners and others from this year's crop. Germany continues to purchase Latvian flax in ever-increasing quantities, the exports to that country in the first seven months of the current year having amounted to 930 tons.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, November 1, 1925.—No definite change has taken place in commercial conditions in Mexico during the month of October. While many factors in the situation are of a distinctly favourable nature, the expected improvement has not yet materialized, and the tendency among business men is to await further developments before entering into commitments on a large scale.

Among the favourable factors referred to may be mentioned the sound position of the Treasury, to which reference has been made on previous occasions. This fact has enabled the "Bank of Mexico" to be formed without the assistance of loans, either foreign or domestic, and has placed the Government in a better financial position than has existed for many years. A further result is the expected renewal of the service of the exterior debt, which has been in default for some ten years (with the exception of a small payment in 1924); negotiations to this end have taken place in New York during the past few weeks, and although full details are not available at the time of writing, it is understood that the Mexican Government has received concessions which will result in a substantial decrease in the amount of annual interest payable to foreign bondholders as compared with that due under the De la Huerta-Lamont agreement of 1922. Arrangements have also been made to return the National Railways to private ownership at the beginning of 1926. These railways have been, since the early days of the revolutionary period, operated under Government control, and have been conducted at a loss, with consequent increases of rates for both passenger and freight traffic; these increases have been a serious burden upon many branches of business in the country, and it is hoped that reductions will now become possible. The railways will now be under English management.

Further developments have taken place in road construction throughout the republic, upwards of three thousand men now being employed on this work. The scheme calls for the expenditure of 1,000,000 pesos (\$500,000 Canadian currency) for the next three years, and should result in the opening up of districts which have hitherto been largely inaccessible to wheeled traffic. In addition, a definite programme is being worked out for the dredging of harbours on both the east and west coasts, which may call for further large expenditures in the near future.

The high price of silver in the world markets has continued to react favourably on the mining industry, and the production of all important metals, with the exception of copper, shows a tendency to rise. A notable increase has also taken place in the minting of gold coinage during recent months, the production of silver currency having at the same time decreased. The following statement gives the latest available figures:—

[illegible]

Under normal conditions the facts outlined above would indicate a healthy development in the commercial condition of the country. Unfortunately, other elements tend to counteract them, and among such elements may be mentioned

the continued decrease in petroleum production and the attitude of labour. With regard to the latter, demands are being made which, if accepted by employers, would have a serious effect upon trade in general, and more especially upon the textile trade, which is one of the most important manufacturing industries in the country. A labour conference has been sitting in Mexico City since October 6; the workers are divided into two groups or unions, neither of which recognizes the other, and the employers into three branches, each of which has different policies and opinions. The demands made, however, cover such items as increases of wages varying from 50 to 150 per cent; pensions are demanded at the end of ten years' service of 50 per cent of the average wage, or 100 per cent at the end of twenty years' service; in the case of sickness, free medical attendance with full pay is required; in the case of a strike, full pay is demanded during the whole period of the strike, irrespective of the underlying cause.

It is obvious that such a programme cannot be carried out in full; the mere fact of its being submitted, however, has a restraining effect upon business, and more especially upon the introduction of foreign capital into the country for industrial purposes.

NORWAY'S LARGE CANNING INDUSTRY

Norway's canning industry occupies a leading position in the markets of the world. According to *Norway* (Oslo), there are at present about 180 factories in operation, of which about half are situated in Stavanger and in the surrounding districts. The value of these factories is estimated at about 50,000,000 kr. (£2,700,000 nominal) and during a normal year something like 10,000 to 12,000 workers are employed. The unique and gigantic development of the Norwegian canning industry is due, in the first place, to the rich fisheries off the Norwegian coast.

The earnings of the canning industry in the export trade are estimated to have been about 500,000,000 kr. during the last ten years. The total weight of canned goods exported during 1924 was 40,249 metric tons, of which 28,202 metric tons were smoked sardines, 5,061 metric tons unsmoked sardines, 5,389 metric tons kippers, and sundry other canned fish products, 1,539 metric tons.

IMPORTS OF WHEAT FLOUR INTO BRITISH WEST INDIA COLONIES, FOR YEAR ENDING DECEMBER 31, 1924

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Colony	Total Imports		Imports from					
			United Kingdom		United States		Canada	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Brl.	\$	Brl.	\$	Brl.	\$	Brl.	\$
Bermuda.....	37,107	151,781	13	102	6,291	24,878	30,803	126,801
British Guiana.....	172,031	1,187,316			1,402	12,099	170,578	1,174,783
British Honduras.....	27,480	195,379			20,625	141,636	6,855	53,743
Bahamas.....	47,218	292,472			32,381	186,014	14,387	106,458
Barbados.....	79,534	774,131			20,567	200,185	58,813	572,446
Grenada.....	25,571	194,735			329	2,779	25,242	191,956
Jamaica.....	348,475	2,816,262	4	34	165,570	1,337,797	182,900	1,478,420
Leeward Islands—								
Antigua.....	17,046	122,776			230	2,141	16,816	120,635
Dominica.....	11,843	104,234			166	1,640	11,677	102,594
Montserrat.....	8,373	55,426			100	876	7,993	52,112
St. Kitts-Nevis.....	19,632	142,724			268	418	19,364	142,306
Virgin Islands.....	2,496	19,821			1,792	13,013		
St. Lucia.....	16,458	129,249					16,458	129,249
St. Vincent.....	13,312	95,926			28	180	13,284	95,746
Trinidad and Tobago.....	289,624	2,039,167	5,292	29,438	14,795	105,582	266,103	1,878,757
Total Imports.....	1,116,200	8,321,399	5,809	29,574	264,544	2,029,238	841,723	6,226,006

SUMMARY OF THE TRADE OF CANADA: MONTH. SEVEN MONTHS; AND TWELVE MONTHS ENDING
OCTOBER, 1925

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of October, 1925				Seven Months ending October, 1925				Twelve Months ending October, 1925			
	From United Kingdom		From United States		From United Kingdom		From United States		From United Kingdom		From United States	
	Total Imports \$	\$	Total Imports \$	\$	Total Imports \$	\$	Total Imports \$	\$	Total Imports \$	\$	Total Imports \$	\$
<i>Imports for Consumption</i>												
Agricultural and Vegetable Products.....	18,053,605	3,323,041	8,277,335	115,151,228	18,480,190	53,794,785	186,408,889	31,478,550	85,661,687			
Animals and Animal Products.....	3,947,205	330,982	2,716,214	25,488,655	3,376,753	17,312,119	44,748,575	5,707,891	30,566,516			
Fibres, Textiles and Textile Products.....	15,365,207	6,039,536	6,367,285	102,276,549	40,469,193	41,537,406	177,254,060	71,425,402	73,459,068			
Wood, Wood Products and Paper.....	3,797,110	390,762	3,212,904	23,014,947	2,255,034	19,446,718	38,680,335	3,635,357	33,974,720			
Iron and its Products.....	14,942,668	1,512,008	12,910,143	106,894,654	11,725,354	92,215,264	159,779,168	18,457,800	137,394,508			
Non-Ferrous Metals and their Products.....	4,672,113	493,380	3,813,912	26,856,673	3,232,500	21,555,567	45,014,424	4,851,924	36,490,606			
Non-Metallic Minerals and their Products.....	12,228,561	1,511,688	9,583,092	86,199,709	9,259,160	69,098,236	137,257,241	12,509,006	114,755,228			
Chemicals and Allied Products.....	2,529,587	393,495	1,743,573	16,128,750	2,517,730	10,455,783	26,701,468	4,232,004	17,757,706			
Miscellaneous Commodities.....	5,263,611	834,014	3,449,917	31,718,728	4,518,296	22,574,319	49,245,225	7,132,276	34,887,375			
Total Imports, 1925.....	80,799,757	14,828,906	51,804,375	533,619,913	95,844,225	348,500,197	895,239,383	159,521,300	563,085,975			
1924.....	68,183,615	13,630,615	41,670,638	465,313,067	87,406,571	295,194,331	818,708,963	149,307,226	534,019,449			
1923.....	75,640,654	13,655,905	49,306,704	539,970,971	91,686,335	302,451,229	911,739,278	156,106,656	620,852,642			
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	75,827,193	50,335,680	6,007,084	302,917,001	178,727,186	33,702,065	507,956,507	305,823,229	52,392,902			
Animals and Animal Products.....	20,930,755	12,159,300	5,742,853	117,685,519	66,532,310	36,571,307	193,659,095	98,069,570	63,315,786			
Fibres, Textiles and Textile Products.....	887,404	80,018	5,561,024	5,636,344	1,072,137	2,978,743	9,097,254	1,087,673	3,215,988			
Wood, Wood Products and Paper.....	24,809,487	1,929,093	21,492,881	162,238,438	13,651,255	137,523,809	269,304,886	18,593,555	232,126,933			
Iron and its Products.....	7,034,534	1,300,823	5,561,538	37,094,737	4,580,144	3,716,332	63,246,970	6,922,048	6,221,202			
Non-Ferrous Metals and their Products.....	8,176,035	909,058	5,437,847	56,176,786	4,562,478	35,530,226	101,228,663	17,854,423	64,196,562			
Non-Metallic Minerals and their Products.....	2,581,745	84,326	1,743,177	14,303,711	6,672,994	23,534,534	23,534,534	1,341,197	15,727,237			
Chemicals and Allied Products.....	1,698,910	323,163	1,350,714	9,515,359	2,231,297	4,500,219	17,183,579	3,776,285	8,721,750			
Miscellaneous Commodities.....	1,614,049	275,163	1,126,037	9,650,477	1,719,743	6,302,697	15,694,901	3,742,720	9,534,327			
Totals, 1925.....	143,548,112	67,406,540	43,585,145	714,863,452	277,449,514	270,704,174	1,198,546,389	458,410,700	457,452,277			
1924.....	103,262,402	42,083,759	36,099,847	585,354,416	214,882,247	230,669,041	1,076,692,201	393,167,111	418,336,792			
1923.....	100,123,829	40,014,097	37,988,179	554,103,269	181,772,918	243,039,783	994,646,069	367,084,396	411,307,373			
<i>Exports (Foreign Produce)</i>												
Totals, 1925.....	971,807	46,539	811,515	7,426,073	483,308	6,177,616	12,133,217	945,880	10,036,917			
1924.....	1,023,719	101,237	7,587,146	7,587,146	862,043	5,903,198	12,592,020	1,385,771	9,898,658			
1923.....	1,176,074	153,955	922,604	8,437,367	579,292	6,944,905	13,826,207	1,005,706	11,076,000			
<i>Excess of Imports (i) or All Exports (e)</i>												
1925.....	(e) 63,720,162	(e) 52,624,182	(i) 7,457,715	(e) 188,609,612	(e) 182,088,597	(i) 71,618,407	(e) 345,440,223	(e) 299,835,280	(i) 100,595,781			
1924.....	(e) 36,132,566	(e) 28,554,381	(i) 4,745,394	(e) 127,658,495	(e) 128,337,419	(i) 58,616,992	(e) 270,485,260	(e) 245,245,656	(i) 105,783,989			
1923.....	(e) 25,659,249	(e) 26,512,647	(i) 10,795,921	(e) 22,569,665	(e) 90,665,875	(i) 112,446,531	(e) 96,713,998	(e) 212,983,446	(i) 198,469,269			

HAMBURG APPLE MARKET PROSPECTS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, November 7, 1925.—The apple season commenced six weeks ago. During this period 28,301 boxes and 3,630 barrels of North American apples have been sold at the Hamburg auctions. One carload of British Columbia Jonathans was included in the above quantity and were among the best apples that have so far been offered here this season.

The next sale, which is to take place on November 10, will probably comprise about 20,000 boxes and 800 barrels. For the remainder of the season until March offerings are expected to be between 15,000 and 20,000 boxes per week of United States and Canadian apples. The first Australian apples will not arrive until May, when the season for North American apples will come to an end.

Prospects for the present season are for a larger total quantity of North American apples than that sold last season, when total arrivals amounted to about 460,000 boxes of North American apples and actual sales to 330,000 boxes and 30,000 barrels, the remainder of the arrivals having been transhipped to Scandinavia or the United Kingdom. This year it is expected that the total sales will be around 500,000 boxes.

Contracts for about 30,000 boxes of British Columbia apples have been placed and these should begin to arrive towards the end of this month, while after Christmas regular consignments of British Columbia apples are being arranged.

It is not expected that any apples will arrive here from Nova Scotia this season, as owing to reports of the poor quality of this season's crop no contracts were placed for Nova Scotia apples. Further considerable arrivals of apples in barrels are not expected, as the openings for apples in barrels are not so good as for boxed apples. Most of the barrel apples so far received have been York Imperials from Virginia and Baldwins and King Davis from the Eastern States.

EUROPEAN APPLE CROPS

The apple crop in Northern Europe has turned out larger than was at one time anticipated. In Germany the crop is reported as good average, but the total yield will probably be between 60 and 70 per cent of last year, which was an exceptionally good crop. The crop in the Tyrol has been poor, so that no large quantities of apples are being received this year from Austria and Italy. On the other hand, there are large quantities of apples grown in Germany and the neighbouring Northern European countries now coming on to the market and these are affecting the demand for American apples. The supplies of European apples should be cleared by Christmas, or at least some weeks earlier than was the case last year, after which there should be a better opening for apples from North America.

INCREASED DUTIES ON APPLES

The general rate of duty on fresh apples, packed, was increased on October 1 from 10 to 15 Reichsmarks per 100 kg., which is equivalent to an increase in the duty per box from 48 to 72 cents or from \$1.66 to \$2.50 per barrel. At the same time a conventional rate of duty on apples, packed, has been introduced in accordance with the provisions of the German-Belgian-Luxemburg Economic Union Commercial Convention. This conventional rate amounts to 12 Reichsmarks per 100 kg., or roughly 58 cents a box and \$2 a barrel. This lower rate of duty applies to apples from all countries having most-favoured-nation agreements with Germany, such as Great Britain and the United States, but it

does not apply to Canadian apples. The latter therefore are subject to a duty discrimination as compared with apples from the United States amounting to 14 cents per box or 50 cents per barrel.

The difference in the duty between Canadian and United States apples will affect to some extent the prices received for the former on the Hamburg auctions. The discrimination may be said to be more important in the case of barrel apples than in that of boxed apples, but it would also adversely affect the prices of any boxed apples which were not of good appearance and condition.

The increase in the duties on apples is not expected to have any great restrictive effect on the demand for boxed apples, but may to some extent reduce the openings for barrel apples, which come more directly into competition with locally grown fruit.

The duties on unpacked apples amount to 6 marks per 100 kg. general duty from September 25 to November 25, and 2 marks conventional duty during the period from September 25 until December 31, and 8 marks general and conventional for the remainder of the year. The Belgian treaty also provides for a conventional rate on apples packed in sacks, containing at least 50 kg. of 3 marks per 100 kg. from September 31 to December 31. For the remainder of the year apples in sacks pay the same duties as other packed apples.

These low conventional rates on unpacked apples and apples in sacks favour the importation of apples from neighbouring countries such as Holland, Belgium, Switzerland, and Austria, and are apt to restrict the demand for North American apples during the months of October, November and December.

Another factor which requires to be taken into consideration in connection with the effect of the German tariff on the trade in North American apples is the present tariff war between Germany and Spain. The former German-Spanish treaty, which provided low rates on Spanish grapes and oranges, was renounced by the German Government and lapsed on October 16. Efforts to negotiate a new treaty have so far not succeeded and Spain has declared a tariff war on Germany. Spanish grapes and oranges will therefore be subject to very high rates of duty, which will practically exclude their importation. This should increase the demand for North American apples. A very large importation of Almeria grapes took place before the old rates of duty lapsed, the receipts in September amounting to 144,000 casks. These grapes are now on the market and until they are absorbed, the demand for other fresh fruit will be adversely affected.

MARKET REQUIREMENTS

Before the war there was a greater relative demand on the Hamburg market for North American apples in barrels than for boxed apples. At present the openings for the sale of barrel apples are comparatively limited, while boxed apples are in greater demand than in pre-war days. This situation must be attributed to the present low range of wages and salaries in Germany. The mass of the population are unable to purchase North American apples and have to be content with the inferior European apples, but at the same time there is a considerable demand among the well-to-do classes for the more expensive boxed apples. The situation may change with the gradual increase in the average income of the population.

In a few years therefore the importation of relatively large quantities of Nova Scotia Gravensteins and Kings and Ontario Baldwins in barrels might again become feasible.

With regard to boxed apples the German market requires only hard, good-keeping, sound stock, red varieties. Extra Fancy and Fancy are the only grades required. The discrimination between the two grades is not so great as in other

markets, condition and size being the most important factors in determining prices. The best sizes are those between 138 and 200 and no apples larger than 138 should be shipped, as the apples are retailed by the pound and large sizes are difficult to sell. The apples must not be lacking in colour and red varieties therefore have a distinct preference.

The buyers have excellent facilities for inspecting the fruit before the sale, and therefore the condition and quality of the apples have a decisive influence on the prices realized at the Hamburg auctions. For this reason poor-keeping varieties should never be shipped to this market. Such varieties as Winesaps and Rome Beauties are regarded as the most suitable, but, as these apples are not very plentiful in British Columbia, Jonathans may be shipped provided the fruit is not too soft. McIntosh Red and Delicious are not sufficiently appreciated to yield prices comparable to those obtained in other markets. The former also are not considered of sufficiently good keeping quality, and the latter are too large for the Hamburg trade. Newtowns are liked if of a delicate tint, but better prices are obtainable for this variety elsewhere.

With regard to barrel apples, Gravensteins are the most suitable variety, and the largest proportion of each shipment should consist of No. 1 grade, since No. 2 are difficult to sell.

OPENINGS FOR CANADIAN APPLES

The prices realized at the Hamburg auctions so far this season have not been very satisfactory, owing to the large supplies of European apples and other fresh fruit on the market. Good quality Jonathans in boxes, extra fancy, have been realizing from 12s. to 16s. a box, which is higher than the corresponding range of prices on the English market, where the demand would also appear to be affected by a local crop greater than that at first anticipated. It will only be possible to judge the market prospects accurately when the weekly arrivals total between 15,000 and 20,000 boxes a week, since the quantities sold so far this season have never exceeded 7,200 boxes at one time. It is anticipated that prices will remain fairly low until after the New Year, when the supplies of European apples should have been cleared. After that good prices should be realized, provided the quantities arriving do not too greatly exceed market requirements.

The anticipations of consignments from North America, especially during the early part of the season, were not considerable, so that most of the Hamburg importers have placed fairly large contracts and most of the apples now coming forward were contracted for by Hamburg firms. After the New Year it is expected that a larger proportion of the fruit arriving will be shipped on consignment. The quantities contracted for and promised on consignment would appear to very nearly cover expected market requirements. In consequence the openings for consignments from Canada in addition to those already arranged for will be probably limited. Still, as good prices are expected after the New Year, further consignments of varieties suitable for this market might safely be shipped, provided the quantities are not too large. On the other hand, as the German market still presents so many factors of an incalculable nature, there is always a certain element of risk in consigning apples to Hamburg.

SHIPPING ROUTES

The British Columbia and Washington apples so far received here this season have been shipped overland via New York, but towards the end of this month the first shipment via the Panama Canal will reach Hamburg, and from then on shipments by that route will constitute a large part of the arrivals of North American apples. Additional steamers have been placed on the North

Pacific-Panama-Hamburg route and the total cold storage space provided should be greater than was the case last year. The following is a summary of the expected sailings from Vancouver to Hamburg during the remainder of the season:—

Loading Vancouver.	Steamer	Steamship Line	Due Hamburg
Middle November.. . . .	<i>Sachsen</i>	Hamburg-America.. . . .	Beginning of January.
Beginning December.. . . .	<i>Kinderdijk</i>	Royal Mail and Holland-America.. . . .	Beginning of February
Middle December.. . . .	<i>Roman Star</i>	Blue Star.. . . .	End of February
End December.. . . .	<i>Kermit</i>	Hamburg-America.. . . .	End of February
End December.. . . .	<i>Loch Katrine</i>	Royal Mail and Holland-America.. . . .	Beginning of March
Beginning January.. . . .	<i>Hessen</i>	Hamburg-America.. . . .	Beginning of March
Middle January.. . . .	<i>Witram</i>	Roland.. . . .	Middle of March
End January.. . . .	<i>Loch Monar</i>	Royal Mail and Holland-America.. . . .	End of March
End February.. . . .	<i>Loch Goll</i>	Royal Mail and Holland-America.. . . .	End of April

AUSTRALIAN APPLES

Last spring two shiploads of Australian apples, amounting to 25,000 cases each, arrived at Hamburg. For the coming season it is expected that a larger quantity of Australian apples will be imported and contracts are already being placed.

MARKET FOR FERTILIZERS IN JAPAN

ACTING TRADE COMMISSIONER JAMES A. LANGLEY

Kobe, October 20, 1925.—Sales of artificial fertilizers in the Kwanto and Kwansai, as well as in other rural districts of Japan, have been unusually heavy during the past year. This condition is believed to be due to a very great extent to the increased purchasing power of the farming classes as a result of the high prices obtained for cocoons and for practically all classes of agricultural products.

The demand here is not for a compound fertilizer, but for the different ingredients that go into the manufacture of the artificial fertilizer. These are imported separately and mixed by the farmer in the proportions considered most suitable for the maximum stimulation and productivity of the soil. Farms in Japan have been worked for generations by the same families, with the result that the present-day occupants think they know exactly what the land requires in the way of fertilization and it is next to impossible to change their methods.

During the last eight months peak prices were reached for the three main fertilizers: oilcake standing at the head of the list with an increase of 32 per cent over last year; sulphate of ammonia coming second with an increase of 27 per cent; and finally saltpetre with 26 per cent increase. The remarkable advance in the price of oilcake is attributed to the shortage of supplies, which has tended also to increase the demand for sulphate of ammonia and saltpetre.

SULPHATE OF AMMONIA

The demand for sulphate of ammonia in Japan shows a marked increase within recent years. In 1924 the amount imported was about 300,000 tons, almost double pre-war figures. Domestic production has made great strides, about 150,000 tons being produced in 1924 as compared with 77,000 tons in 1919 and 7,000 tons in 1913. The cost of production is higher than it is abroad, but Japanese manufacturers can advantageously extend their operations at present price levels, which stand around 170 yen per ton.

Recently the Asahi Glass Manufacturing Company and the South Manchuria Railway made plans to organize a company in Dairen with a capital of three million yen to manufacture sulphate of ammonia. The view generally held is that the Dairen product will not be able to compete successfully with other brands in quality, but the increased supply will affect the position of other sources of supplies.

In 1924 imports of sulphate of ammonia amounted to 166,665 tons: 58,644 tons came from England, 33,742 from the United States, 54,017 from Germany, 2,128 from Kwantung Province, and 18,134 from other countries. Until 1915 England supplied Japan with about 100,000 tons each year, but the amount fell off during the war and it was only 45,144 tons in 1923. The United States, which supplied little until 1918, furnished 63,000 tons in 1919 and 85,552 tons in 1923. Since 1924 German supplies have figured conspicuously in this market and are now equal in importance to those from Great Britain and the United States. It is claimed that the German product is whiter in appearance and does not become lumpy when stored for a length of time.

It is understood that Mitsui, Mitsubishi and Suzuki have come to an arrangement whereby the importation of German sulphate of ammonia will be undertaken on their joint account, thereby doing away with unnecessary competition among themselves. As it is estimated that about 40 per cent of the entire ammonia imports arriving from European sources of supply come under the control of these firms, speculative operations by outsiders will be done away with and a certain fixed price maintained.

FISH MEAL

The bulk of the imports of fish meal into Japan come from Norway, Alaska, and California. Japan presents a steady and growing market for the lower grades for use as a fertilizer, and now that the Canadian Government restrictions on the conversion of pilchards into fish meal and oil have been removed, the Canadian product should find a ready sale here. The employment of fish meal for other purposes than as fertilizer is not popular in Japan. The guaranteed basis on which North Norwegian herring guano is sold is:—

Nitrogen	10 per cent (minimum)
Phosphoric acid	4 per cent (maximum)
Salt	3 per cent (maximum)

but the goods actually received usually average:—

Nitrogen	11.59 per cent
Phosphoric acid	4.77 per cent
Salt	0.69 per cent

The first set of figures represent pretty much the standard basis on which purchases are made for this market. No surcharge is made for an excess of nitrogen or phosphoric acid, but, on the contrary, if these ingredients fall below the figures mentioned, the sellers are liable for the deficiency. It is of great importance that the Canadian product should meet this analysis, and that the exporter be prepared to guarantee the percentages.

Another important point is that the salt content must be kept at a minimum. In the event of there being more than 10 per cent of salt in the shipment, it is saleable only as salt fish meal at a much lower price, and a special import permit must be obtained for entry. Original certificates of analyses and weights must be furnished. Present c.i.f. prices of fish meal are from \$67 to \$68 per ton in bags.

BONE DUST

Large quantities of bone dust are used annually by the farmers of Japan for the fertilization of their fields of wheat, rice, and mulberry seedlings. This type of fertilizer has met with a great deal of favour, being comparatively cheap and when analyzed showing 22 per cent of phosphoric acid and 4 per cent nitrogen. Formerly, something over 40,000 tons of bone dust were imported, mainly from India and China, but recently the Indian product appears to have been diverted to European markets, where it is used extensively in making gelatine for use in the moving picture industry, with the result that now about one-quarter of the former quantity reaches Japan. This leaves China as the main source of supply. In Tientsin there are three Japanese factories turning out annually around 22,000 tons of bone meal for this market. The balance comes from Chinese manufacturers. Steamed bone meal ($\frac{3}{4}$ mesh) is selling at 110 yen per ton in Japan, which is an increase of 15 yen over the previous year and 22 yen over 1923.

There is also a demand here for hoof and horn meal for use in the button and comb industry. Mesh $\frac{3}{4}$ is quoted at 165 yen c.i.f. main ports.

PRESENT MARKET CONDITIONS

At the present time fertilizer quotations are showing a downward trend, having reached the peak a few months ago. Oilcake, which is indispensable for wheat before sowing, registered a record price this autumn. September shipment reached 7.70 yen per 100 kin c.i.f. Kobe (1 kin = 1.33 pounds). This is attributed to the fact that stocks of oilcake were short here as well as in Dairen and other producing districts, which, coupled with high prices for rice and cocoons, caused quotations to advance sharply. October shipment, however, dropped to 6 yen per 100 kin and December to 5.40 yen.

Quotations for saltpetre are still high in the Kobe market, although the tendency now is to work to lower levels. Spot goods are being offered at 200 yen per ton, November deliveries at 180 yen, and December at 175 yen. Saltpetre dealers checked their imports this year, as a result of which, together with the unexpected demand during last summer, stocks in the domestic market have been depleted to a great extent.

A recovery of about 3 yen was registered from the lowest quotation on German white sulphate of ammonia at 172 yen for cargoes afloat, 173 yen for October-November shipment, 173.50 yen for November-December shipment, 174 yen for December shipment, and 175 yen for January-February shipment. United States supplies for arrival early in November are being offered at 170 yen and November-December at 172 yen. As to the market outlook, opinions differ. Optimists emphasize the increased purchasing power of the farmers in the rural districts, which will it is expected bring an increased business in fertilizers after the New Year. They claim that the tonnage to arrive in January and February is not nearly as large as was anticipated, and that it will not be sufficient to meet the requirements at that time of the year. The landings before the year-end are estimated at about 90,000 tons, of which 70,000 tons will be of German and 20,000 tons of British and United States origin. Of this total about 10,000 tons are to be landed in Formosa and the remainder brought to Japan proper. These figures are about 20,000 tons more than at a like period in 1924, the increase being attributed to the comparative cheapness of foreign goods during the first half of this year, which led to a great amount of speculative buying.

TRADE AND ECONOMIC CONDITIONS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, October 23, 1925.—The general strike and anti-British and Japanese boycott in Shanghai and district, which has seriously affected trading conditions in Central North China for the past four months, is now practically ended, and though conditions cannot be considered normal, there appears to be a sincere desire on the part of all classes of the trading community, both Chinese and foreign, to re-establish their working connections and to cut the heavy losses which have accrued as a result of the dislocation of trade.

The situation in the south, however, particularly in Hong Kong, continues extremely unsettled and depressed. Practically all trade in South China is dependent on conditions in Canton, and at the moment the Canton Government appears to be controlled by the communist element, both Chinese and Russia. Trade from Hong Kong to Canton and the interior is practically non-existent, or is subject to such harassing restrictions that only the barest necessities can obtain entry. As a result, importers in Hong Kong are only buying from hand to mouth, and all shipments to that port are only made under most stringent financial precautions. It is feared that this condition will exist for some time to come, as the Central Government in Peking appear to be powerless to dislodge the strong revolutionary control which is stifling trade in South China.

In Central and North China at the time of writing there is a pronounced movement on the part of the Central Provinces against the Peking Government and the Fengtien party which controls Manchuria and North China. Competent authorities are of the opinion that this may be a tactical move prior to the forthcoming Tariff Conference, upon which great hopes are placed by the Chinese authorities.

The customs returns of imports and exports, however, indicate a continued strong movement in many lines, particularly building materials, machinery, and foodstuffs. In spite of the large military movement with the consequent dislocation of railway traffic, goods are apparently finding their way into the interior, and the accumulated stocks in the outports godowns are steadily diminishing.

Trading conditions in the northern ports of Tsingtao, Tientsin, Dairen, and Mukden indicate a condition of stability which is surprising in view of the political situation, but undoubtedly indicates an important change in China trade which should be noted by shippers interested in this part of the Orient. This is apparently due to the fact that the unsettled conditions in the great trading port of Canton in the past few years have caused many important firms to transfer their interest to the north and thus concentrate their activities in the more stable provinces. This is particularly noticeable in Shanghai, where a large proportion of requirements in many lines for Canton, Swatow, and Amoy are being placed through importers in this city and transhipped from this port by coastal lines.

CUSTOMS TARIFF CONFERENCE

The chief attention of the trading community in China is at present concentrated on the Customs Tariff Conference which commences in Peking on October 26. The deliberations of this conference are expected to result in far-reaching changes in so far as the interior trade of China is concerned, though at the time of writing considerable opposition by the fourteen central provinces of China based on the Yangtsze river, and embracing several of the most prosperous trading centres, tends to jeopardise the ultimate success of this important meeting of the Treaty Powers and China.

On the other hand, this round table conference on the difficulties of free trading throughout China may result in the establishment of the first strong central government with funds sufficient to liquidate outstanding debts and to place China's house in order.

As a result of the deliberations it is hoped that the present chaotic conditions of trade in the interior of China will at least be clarified and possibly trade routes established to the more important interior centres which will be free of the present burdensome restrictions imposed by the various provincial authorities which have so affected foreign trade in the past.

CANADIAN WHEAT AND FLOUR IMPORTS

Trade papers and journals in Shanghai report that the outstanding feature in the import trade of the past three months was the unexpectedly large consumption of Canadian wheat and flour by the local and interior mills and merchants. Canadian prices have been cheap in comparison with wheat and flour of native and United States origin. As a result, mills and merchants bought very heavily and by the end of September it was reliably reported that over 150,000 tons of Canadian wheat had been booked to arrive in China before the end of the year, while Canadian flour transactions are reported to total over three million sacks. As this business was done very shortly after the Chinese crop came on the market, it is safe to assume that prospects are for a still greater business, and that 1925 will prove a very successful year for this commodity in China. At the moment buyers are holding off due to the reports of a bumper Russian crop; the larger importers, however, believe that renewed buying will take place within the next two months.

FINANCIAL CONDITIONS IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, Nov. 7, 1925.—The month of October has witnessed important developments in the Belgian exchange situation. Following the compounding of the Belgian debt to the United States, arrangements have been made by the Belgian Finance Department for a provisional credit of \$25,000,000, advanced by English, American, Swedish and Dutch banks, to be placed at the disposal of the Belgian National Bank as a reserve for intervention to check bear speculation in the Belgian franc. Provisional arrangements only were made, as the Belgian Parliament is not in session and the proposed final arrangements will be presented to Parliament.

It is officially announced that the granting of a further larger sum, not specified, but believed to be about \$150,000,000, is conditional on the passing of laws by Parliament assuring a real balance of the budget. The Ministry of Finance also announces that such balance will necessitate about 400,000,000 francs new taxes, and ways and means are now in preparation. It is understood that the Belgian scheme for stabilization involves the repayment to the Bank National of large sums loaned to the State, thus creating a real cover for the currency issue, and the forced stabilization of the franc at approximately the present rate.

It is believed by bankers here that the Government plan of stabilization has a sound economic basis, as during the past month the Belgian franc has been successfully disassociated from the French franc. Whereas in France the financial situation is rendered critical by the large number of bond issues maturing in 1924, the comparative failure of the gold loan, the failure to compound the American debt, the heavy expenses of the Moroccan and Syrian campaigns, the country faced with a forced conversion of short term securities, possibilities

of inflation, and a capital levy advocated by the Radical Socialists, none of these complications are present in Belgium, and if the increased taxes and a scientifically balanced budget are assured at the next session of Parliament early in November, all the elements necessary for an economically sound scheme of stabilization of currency will be present.

As a part of the provisional scheme to prevent a break in exchange in the interim, the National Bank raised the discount rate yesterday on commercial paper from $5\frac{1}{2}$ per cent to $6\frac{1}{2}$ per cent.

MODIFICATION IN SOUTH AFRICAN CUSTOMS FORMS

According to Government Notice No. 1269 of the Union of South Africa, certain changes have been made in the wording of the certificate of value and of the certificate of origin which had been prescribed by a former Government notice and which have been published by the Canadian Department of Trade and Commerce in F.T.D. Leaflet No. 32, already in possession of many exporters in Canada. The following changes have been made in paragraphs and footnotes which will be found on page 4 of F.T.D. Leaflet No. 32:—

(a) In paragraph 3 substitute the words "in the usual wholesale quantities" for the words "in equal quantities";

(b) In paragraph 6 (a) substitute the word "country" for the words "part of the British Dominions";

(c) Make footnotes (7) and (8) read "Insert name of country."

The combined certificate will be waived in the case of postal packages not exceeding £10 in value, if the contents of the package are not merchandise for sale, and have endorsed on them a certificate reading: "The contents of this package are not merchandise for sale, and every article herein to the extent of at least one-fourth of its present value is bona fide the produce or manufacture of (name of country)."

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of Closing	Particulars
38944	Jan. 20, 1926	Supply and delivery of one automatic battery charging equipment, as specified.
39009	Jan. 13, 1926	Supply and delivery of one portable double recording wattmeter, as specified.
39058	Jan. 27, 1926	Supply and delivery of one vertical boring and turning mill, including equipment, as specified.

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department and the Auckland Electric Power Board. These

plans and specifications are open for inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, and the Chairman, Auckland Electric Power Board, Auckland, in accordance with these specifications.

PUBLIC WORKS DEPARTMENT

No.	Date of Closing	Particulars
S.M. 252	Feb. 16, 1926	Waikato Power Scheme, Section 132—Bombay Substation—3 110 k.v. oil immersed circuit breakers, 2 50 k.v. oil immersed circuit breakers, 4 110 k.v. sets of airbrake switches, 1 110 k.v. set of airbrake switches (central pillar pattern), 1 50 k.v. set of airbrake switches, 8 110 k.v. sets of isolating switches, 4 50 k.v. sets of isolating switches; 2 110 k.v. sets of choke coils, 1 50 k.v. set of choke coils; insulators connections, bus-bar, complete steel work; spares.

AUCKLAND ELECTRIC POWER BOARD

Feb. 22 1926 20,000 15 ampere cutouts.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1605. FLOUR.—An established Hull merchant would like to hear from Canadian flour exporters who can supply a strong spring wheat flour in 140-pound jute bags under the Canadian firm's brand. Samples and quotations c.i.f. Hull.

1606. FLOUR.—A firm of flour millers in Dundee, now closed down owing to competition from abroad, are anxious to represent a first-class Canadian mill or flour shipper in the East of Scotland. Old-established connection with the trade, and excellent storage and other facilities.

1607. BUTTER.—A Hull distributing firm wish to develop a direct connection with Western Canadian butter exporters not already represented in the North of England.

1608. BUTTER.—A Hull provision firm seek direct offers from Canadian shippers.

1609. CHEESE.—An important Hull firm of distributors are anxious to develop direct connections with Canadian shippers of coloured cheese.

1610. CHEESE.—Firm of commission agents in Kingston, Jamaica, would like to represent a Canadian exporter.

1611. **CANNED MILK.**—A Hull importer wishes Canadian connections in skimmed, sweetened, condensed, and evaporated milk.

1612. **MILK POWDER.**—A North of England merchant desires to represent a Canadian manufacturer of milk powder on either an agency or buying basis.

1613. **BULK CONDENSED MILK.**—A Hull distributing firm wish to receive Canadian offers on bulk condensed full cream and skimmed sweetened milk. To be packed in 5- to 6-cwt. barrels.

1614. **APPLES.**—A firm in Essen, Germany, are interested in the direct importation of Canadian apples.

1615. **GALLON APPLES.**—A Hull importer invites c.i.f. offers on Canadian solid and water pack apples.

1616. **FISH.**—Energetic firm of foodstuffs brokers in Kingston, Jamaica, would like to represent a Canadian exporter of dried and pickled fish, chiefly cod and herring.

1617. **CANNED GOODS.**—A French firm wish to receive quotations from Canadian exporters of canned goods—fish, meat, and fruits.

1618. **CANNED FISH AND MEATS; HIDES AND SKINS.**—A French importer wishes to receive quotations from Canadian exporters

1619. **BACON.**—An old-established Hull provision firm are open to receive direct offers from Canadian packers.

1620. **BACON AND HAMS.**—An important Hull provision dealer would like to get in touch with a Canadian packer who can make direct shipment to Hull with a view to representation.

1621. **WATER CRACKERS.**—Firm of commission agents in Kingston, Jamaica, invite correspondence from Canadian exporters of water crackers (biscuits) with a view to representation.

Miscellaneous

1622. **SEEDS.**—A Hull seed importer would like to hear from Canadian shippers of alsike and red clover seed. Quotations must be c.i.f. Hull per 112 pounds, and seed packed in suitable cotton bags. Samples necessary.

1623. **LINSEED CAKE.**—A Hull firm of cake merchants are interested in receiving offers from Canadian exporters.

1624. **GLUCOSE.**—A Hull importer is interested in getting in touch with a Canadian manufacturer of glucose suitable for confectionery purposes. Must be water white and from 43 to 44 degrees Beaumhe and free from poisonous materials. To be packed in casks of 5 to 6 cwt., and quotations in long tons c.i.f. Hull.

1625. **DOORS.**—An old-established Hull firm desire direct connections with manufacturer of softwood doors. Wish quotations on standard size of 6 feet 6 inches by 2 feet 6 inches by 1½ inches c.i.f. Hull.

1626. **DOORS.**—An important Hull firm wish to establish connections with a Canadian manufacturer of softwood doors. Quotations desired on standard 4-panel high-breasted door 6 feet 6 inches by 2 feet 6 inches by 1½ inches. Must be prepared to ship in small quantities as a start.

1627. **BOX SHOOKS.**—A Bristol firm of chocolate manufacturers desire quotations on initial lots of 10,000 or 20,000 sets of box shooks, sizes 13½ inches by 2½ inches by ¾ inch, 6½ inches by 2½ inches by ⅝ inch.

1628. **DOUGLAS FIR.**—A Hull timber merchant wishes to hear from a Canadian exporter of Douglas fir deals, battens and boards, with a view to purchase.

1629. **OAK WOOD FOR STAVES, ETC.**—A Spanish importer wishes to be put in touch with Canadian exporters of the above with a view to securing their representation in the south of Spain and Spanish Morocco.

1630. **VENEERS.**—The joint buying department of two important firms of chocolate manufacturers would like to see samples of veneer which Canadian manufacturers can offer. Prices for varying quantities c.i.f. United Kingdom port in sterling should accompany same.

1631. **BIRCH PLANKS.**—A Hull firm wish to establish direct connections with Canadian exporters.

1632. **BROOM HANDLE SQUARES.**—An important Hull firm wish to get in direct touch with Canadian manufacturers of standard-sized softwood squares.

1633. **SKEWERS.**—A firm in Dunedin, New Zealand, inquire for Canadian exporters of skewers (hickory or maple).

1634. **HAND SHOE TACKS.**—A Birmingham house shortly in the market request samples and quotations c.i.f. United Kingdom port in sterling on hand shoe tacks: sizes ¼-inch, ½-ounce; ⅝-inch, 1-ounce; ¾-inch, 1½-ounce; ⅞-inch, 2-ounce; 1-inch, 2½-ounce, packed in 1-pound boxes; 1-cwt. wood cases.

1635. **RUBBER GOODS.**—A firm of manufacturers' agents in New Zealand wish to hear from Canadian manufacturers of rubber tires, tubes, and mechanical rubber goods who are desirous of appointing a sole agent.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 23, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 23, 1925. Those for the week ending November 16, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		November 16, 1925	November 23, 1925
Britain £	1.00	\$4.86	\$4.8425
Czecho-Slovakia Crown	1.	.203	.0296
France Fr.	1.	.193	.0402
Italy Lire	1.	.193	.0405
Holland Florin	1.	.402	.4024
Belgium Fr.	1.	.193	.0454
Spain Pes.	1.	.193	.1427
Portugal Esc.	1.	1.08	.0520
Switzerland Fr.	1.	.193	.1928
Germany.. . . . Reichs Mk.	1.	.238	.2381
Greece Dr.	1.	.193	.0139
Norway.. . . . Kr.	1.	.268	.2041
Sweden.. . . . Kr.	1.	.268	.2676
Denmark Kr.	1.	.268	.2492
Japan Yen	1.	.498	.4250
India R.	1.	2s.	.3685
United States \$	1.	\$1.00	1.0000
Mexico.. . . . \$	1.	.498	.4865
Argentina Pes.	1.	.424	.4168
Brazil Mil.	1.	.324	.1480
Roumania Lei	1.	.193	.....
Jamaica £	1.	4.86	4.8625
British Guiana \$	1.	1.	
Barbados.. . . . \$	1.	1.	
Trinidad \$	1.	1.	
Dominica \$	1.	1.	
St. Kitts \$	1.	1.	
Grenada.. . . . \$	1.	1.	
St. Vincent.. . . . \$	1.	1.	
Tobago \$	1.	1.	
Shanghai, China.. . . . Tael	1.	.708	.7875
Batavia, Java Guilder	1.	.402	.4050
Peru.. . . . Pound	1.	4.863	4.0500
Singapore, Straits Settlements .. \$	1.	.567	.5700

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Cunard Line, Dec. 14.
 To CARDIFF AND SWANSEA.—Canadian Mariner, Dec. 4; Canadian Victor, Dec. 18;
 Canadian Leader, Jan. 2—all C.G.M.M.
 To HULL.—Valemore, Dec. 1; Wheatmore, Dec. 14; Comino, Dec. 27—all Furness,
 Withy.
 To LIVERPOOL.—Newfoundland, Dec. 7; Rexmore, Dec. 21—both Furness, Withy.
 To MANCHESTER.—Manchester Citizen, Dec. 1; Manchester Corporation, Dec. 14;
 Manchester Importer, Dec. 20; Manchester Brigade, Dec. 27—all Furness, Withy.
 To LONDON.—Valemore, Dec. 1; Wheatmore, Dec. 14; Comino, Dec. 27—all Furness,
 Withy.
 To GLASGOW.—Incemore, Furness, Withy, Dec. 1; Ascania, Anchor-Donaldson, Dec. 14.
 To LONDONDERRY.—Ascania, Anchor-Donaldson, Dec. 14.
 To ST. JOHN'S, Nfld.—Heathpool, Farquhar SS., Dec. 5 and 19; Newfoundland, Fur-
 ness, Withy, Dec. 7.
 To PORT AUX BASQUES, CORNER BROOK, CURLING, ETC.—Sable I., Farquhar SS., Dec. 10.

To BURIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS, Dec. 8 and 22.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Teviot, Dec. 4; Chaudiere, Dec. 18; Chaleur, Jan. 1—all R.M.S.P. Co.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Dec. 5; Canadian Forester, Dec. 26—both C.G.M.M.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Carrier, Dec. 11; Canadian Runner, Dec. 24—both C.G.M.M.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Dec. 2 and 30.

To SANTIAGO, KINGSTON AND MONTEGO.—Andalusia, Pickford & Black, Dec. 16.

To AUSTRALIAN PORTS.—Canadian Prospector, C.G.M.M., Dec. 31.

To NEW ZEALAND PORTS.—Canadian Traveller, C.G.M.M., Dec. 24.

From St. John

To LONDON.—Bosworth, Dec. 5; Brecon, Dec. 19; Batsford, Jan. 2—all Canadian Pacific; Canadian Raider, Dec. 9; Canadian Rancher, Dec. 23—both C.G.M.M.; Verentia, Cunard Line, Dec. 16.

To CARDIFF AND SWANSEA.—Canadian Mariner, Dec. 2; Canadian Victor, Dec. 16; Canadian Leader, Dec. 31—all C.G.M.M.

To LIVERPOOL.—Montrose, Dec. 5; Metagama, Dec. 11; Montclare, Dec. 16; Montnairn, Dec. 23; Montrose, Jan. 1—all Canadian Pacific.

To SOUTHAMPTON.—Melita, Canadian Pacific, Dec. 10.

To AVONMOUTH.—Parthenia, Anchor-Donaldson, Dec. 24.

To MANCHESTER.—Manchester Corporation, Dec. 12; Manchester Brigade, Dec. 26—both Manchester Liners.

To GLASGOW.—Gracia, Dec. 8; Carmia, Dec. 15; Moveria, Dec. 29—all Anchor-Donaldson; Brandon, Canadian Pacific, Dec. 22.

To BELFAST AND DUBLIN.—Lord Downshire, Head Line, Dec. 20.

To ANTWERP.—Canadian Raider, Dec. 9; Canadian Rancher, Dec. 23—both C.G.M.M.

To HAMBURG.—Laval County, Intercontinental Transports, Dec. 12; Bawtry, Dec. 19; Batsford, Jan. 2—both Canadian Pacific.

To HAVRE.—Hada, Intercontinental Transports, Dec. 19.

To ROTTERDAM.—Hada, Intercontinental Transports, Dec. 19.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Dec. 20.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Tredinnick, New Zealand SS., Dec. 16.

To SOUTH AFRICAN PORTS.—New Georgia, Elder Dempster Line, Dec. 15.

To HAVANA (CUBA).—Emperor of Halifax, Dec. 5; Emperor of Havana, Dec. 15—both Robert Reford Co., Ltd.; a steamer, Dec. 10; a steamer, Dec. 20—both H. E. Kane & Co.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn, Canadian Pacific, Dec. 24.

To SOUTH AMERICAN PORTS.—A steamer, Houston Line, Dec. 27.

To KARACHI, BOMBAY, COLOMBO, MADRAS AND CALCUTTA.—Jalapa, American-India Line, Dec. 12.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Philoctetes, Blue Funnel, Dec. 17.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Dec. 12; Empress of Australia, Dec. 26—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI, DAIREN AND SHANGHAI.—Paris Maru, Dec. 4; Africa Maru, Dec. 16; Arizona Maru, Dec. 28—all Osaka Shosen Kaisha.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Dec. 16.

To AUSTRALIAN AND NEW ZEALAND PORTS.—West Nilus, Dec. 7; West Calera, Dec. 30—both Pacific-Australasian Line.

To GLASGOW.—Moerdyk, North Pacific Coast Line, late December.

To BORDEAUX, HAVRE AND ANTWERP.—Indiana, Dec. 5; Arizona, Dec. 15—both Cie. Gle. Transatlantique (French Line).

To HAMBURG AND ANTWERP.—Montgomeryshire, early December; Moerdyk, late December—both North Pacific Coast Line.

To ROTTERDAM.—Noorderdyk, early December; Loch Katrine, late December—both North Pacific Coast Line.

To HAVRE.—Montgomeryshire, North Pacific Coast Line, early December.

To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Leme, Navigazione Libera Triestina, Nov.-Dec.

To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—West Jappa, Pacific-Argentine-Brazil Line, early December.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyrights Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
Imperial Fruit Show (1923).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Packing for Overseas Markets (1922). (Price 25 cents.)
Preferential Tariffs of British West Indies (1922). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916) (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly

Trade (Internal), including grain, livestock, coal prices, etc.

[COMMERCIAL INTELLIGENCE SERVICE

Director: W. McL. Clarke, Ottawa

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

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UNITED KINGDOM TRADE CONDITIONS

TRADE COMMISSIONER HARRISON WATSON

London, November 17, 1925.—It is more satisfactory to be able to report that during the past month several authorities, both public and private, express the opinion that British trade and industry are slowly mending. It is true that the more cautious limit their optimism to the view that the bottom has been reached, but in any case the outlook is more hopeful.

Slight signs of this improvement are reflected in the October external trade returns, and a small, but steady, decline in the figures of unemployment which have been published during the past few weeks. Moreover, while the situation in some of the "unsheltered" industries exhibits little change, published reports show greater activity in a number of other directions.

The prospects of a settlement of outstanding difficulties with Germany, upon the lines agreed at Locarno, have logically created a more cheerful feeling among business men generally. At the same time the announcement made by the Government in the House of Commons last night that legislation is to be at once introduced to enable them to adopt the import duties which have been recommended under the Safeguarding of Industries Regulations, must give an impetus to the several industries which will immediately benefit, and create a more hopeful feeling in others which are confident that the claims which they have submitted to the Government must also receive recognition.

As regards overseas trade, October is always a period of special activity. For this reason it is not surprising that both the value of imports and exports show a considerable expansion when compared with September; in the one case of approximately £11,000,000 and in the other of £9,000,000.

A truer test, therefore, is contrast with October, 1924. Opinions will be rather mixed at a decline of nearly £12,000,000 in the value of imports, if only that the growth in this branch which has been apparent for some time past has been achieved at the expense of a swollen adverse balance of trade. It is reassuring, however, to find that the total exports for October, 1925, are only £1,000,000 less than those for 1924. The exports of produce and manufactures of the United Kingdom are, indeed, about £1,000,000 higher than last year.

An event of the month which is of direct importance to Canada is the decision of the Government to remove the embargo on the issue of Dominion and foreign loans, which, it is hoped, may gradually pave the way for a revival of the flow of British capital into Canada which has practically ceased since the war.

BIRMINGHAM MARKET FOR JAPANNED WIRE GAUZE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 11, 1925.—In this issue of the *Commercial Intelligence Journal* (page 604) appears a trade inquiry for japanned wire gauze. This inquiry comes from a well-known Birmingham house who are at present receiving their supplies from the United States, and prefer such supplies should come from Canada if possible.

The initial inquiry is for quantities of 10,000, 20,000, and 30,000 yards, and if a satisfactory source of supply is found further orders will likely follow. Points to be specially noted are that the japanning must be first-class quality and that shipment is to be made in rolls of 300 feet in adequate waterproof covering.

Samples of gauze desired have been forwarded to the Department of Trade and Commerce, Ottawa.

INDUSTRY AND TRADE IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, November 16, 1925.—The improved outlook in the export branch of the Scottish coal trade has had an encouraging effect on industrial conditions generally. Some of the collieries are well supplied with orders, and during the past week there has been a large number of inquiries received for American account for anthracite. In the iron and steel trade confidence is more general, and while no revival of trade in this industry is immediately expected, the fact that Continental prices are now much less attractive to British buyers than they were some months ago, leads to the conclusion that producers in this country will benefit. In shipbuilding on the Clyde a fair number of new contracts have been entered into within the past few weeks.

GENERAL CONDITIONS

Regarding general conditions, signs of improvement in the trade of Great Britain have recently gathered strength, until now there are many indications that better times are ahead, after nearly five years of depression. As a result of improving conditions throughout the world—and this country is dependent more than any other upon the prosperity of the world in general—British trade may soon be enjoying a period of comparative prosperity.

Within the last eight weeks nearly 200,000 unemployed workers have been absorbed into industry, and the foundation upon which this increased trade and confidence repose appear to be the bountiful harvests in Europe, the

bumper cotton crop, the large wool supply, and the strength of the rubber market. An abundant harvest on the Continent means a larger purchasing power for British goods. As for cotton, about 80 per cent of the cotton goods produced in this country are sold abroad, mainly to countries of low per capita purchasing power in the Far East. Scarcity and high prices of raw cotton produce widespread unemployment in the cotton manufacturing districts in this country, as the purchasers of the manufactured article in these areas are unable to pay the high prices following upon costly raw material. This year the United States cotton crop, by far the most important in the world, is a huge one, and this cheap and abundant cotton will be of great benefit to this country. A large wool crop has a similar beneficial effect on trade. While the principal markets for woollen manufactures abroad are less affected by high prices than is the case with cotton, a decrease in price always sends up the demand. The rubber market has been passing through some spectacular periods, recalling the boom of 1910.

Until the trouble in the coal trade, now being investigated by a Royal Commission, is settled and adjusted, however, there can be no certainty that the turn in the tide will be anything but temporary. There are numerous signs, nevertheless, that a new spirit in industry—a desire to get together on the part of employers and employees—is in the air, and that serious labour troubles in the coal fields or in other branches of trade, which seem to dog the footsteps of every apparent revival of confidence and hold it back, will be avoided.

The most powerful business organization in the country, the Federation of British Industries, has stated in a report just issued that a new period of expanding trade is about to begin. The President of the Institute of British Bankers said a few days ago that the trade position was infinitely better than it had been for a long time, and that the recovery would continue. Moreover, despite the losses of the war, this country is still the greatest in foreign trade, as she was before 1914. The imports and exports combined are still greater than those of any other country. In fact, Great Britain's percentage of the total trade of the world is greater than in 1913. These are the facts that justify confidence apart from the present distinct signs of improvement. Even in those industries which have been the most seriously affected, especially in Scotland, which is mainly dependent upon them—coal, iron and steel, shipbuilding and engineering—there has been an improvement in the last week or two. Other trades, such as the building industry, the manufacture of motor cars, the electrical industry and the artificial silk industry, are distinctly prosperous.

IRISH BUTTER FOR THE BRITISH MARKET: NEW REGULATIONS

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, November 13, 1925.—As Ireland is an important source of supply for butter for the market in Scotland and other parts of Great Britain—a trade in which Canada is taking an increasing share—the following important new regulations, having as their object the improvement of Irish butter for export, and which have been adopted in the Irish Free State, will be of interest and value. That such regulations were anticipated was made known in a report from this office some time ago.

In future all butter packed in bulk on any registered premises or creameries or manufacturing exporters must be packed only in standard packages—i.e. casks containing 112 pounds, kegs of 56 pounds, and boxes of 56 pounds, 28 pounds, and 14 pounds. These packages must be lined with vegetable parchment paper so that the butter will not come in contact with the wood, which must be well seasoned, clean, dry, free from bark, wane, feather, and large knots.

All butter packed in bricks and rolls must be wrapped in parchment paper and packed in non-odorous and waterproof fibreboard packages or in well-seasoned wooden packages.

Packages containing butter for export are to be branded with the weight of the butter and with the identification mark of the premises where the butter was packed. If not exported direct from such premises, the identification mark of the premises from which it was exported must be printed on the package. In addition, the words "Irish Free State Creamery Butter" (if the butter was packed on a registered creamery or manufacturing exporter's premises), "Irish Free State Creamery Butter (Factory)" (if the butter was packed in a registered butter factory), and "Irish Free State Farmers' Butter" (if the butter was obtained other than from registered premises) must be placed on each package. The wrapping paper is to bear an identification mark of the premises on which the butter was packed.

The remaining regulations deal with the examination for quality and test for water of all butter before export, and for the classification and marking of butter according to its quality. Butter of inferior quality, which is unfit for table use, is not to be exported unless so described on the packages; and butter containing more than 20 per cent of water is debarred from exportation. Butter containing 16 per cent, and no more than 20 per cent, of water may be exported during the three years commencing January next.

The quantity and quality of salt to be used is also defined in the regulations, and a register of managers, butter makers, milk and cream testers, with their qualifications, is to be kept.

GLASGOW PRODUCE MARKET

TRADE COMMISSIONER G. B. JOHNSON

BUTTER

Glasgow, November 17, 1925.—The quiet demand, due to the recent heavy purchases resulting from an anticipated shortage through the seamen's strike in Australia and New Zealand, still continues, and prices generally are much easier, New Zealand, Australian and Argentine to the extent of 6s. to 8s. per cwt. Denmark shippers, who two weeks ago tried to force the market and asked an advance of 10s., had eventually to recede and accept prices ruling for the previous week. The quantity of Colonial and Argentine butter in cold store is still considerable. In certain cases some brands have been held for too long a period, and are now turning out poor and stale, and buyers are refusing to consider this quality. Great harm is reported to have been done to the reputation of the overseas produce by the protracted storing which has had to be adopted during the past season. The consuming public want fresh delivered goods, sweet and clean, otherwise, as has been abundantly proved during the past two months, they turn to the better grades of margarine and forsake butter altogether. Once the housewife gets on to a satisfactory substitute, she is sometimes rather difficult to change. The ss. *Ruahine*, from New Zealand, whose sailing with 135,000 boxes some weeks ago caused a cessation of buying and forced down prices, is now due, and it is anticipated that her new season's goods will command a higher figure than is obtainable on to-day's market.

Demand for Canadian butter is quiet at prices ranging from 196s. to 200s., against 204s. to 208s. for New Zealand, 192s. to 200s. for Australian, 170s. to 174s. for finest unsalted Argentinian, and from 214s. to 215s. net for Danish. There was a small arrival of Siberian butter this week, but it is expected that there will be very little coming forward till the opening up of the new season. The demand is poor, and prices irregular at 170s. to 176s., according to quality. Irish Creamery supplies are now rapidly decreasing, and there is little activity in this market.

CHEESE

The demand has been disappointing, and prices since a fortnight ago are slightly easier. Home make continues to meet with a fair inquiry. Cheese from Canada meets with a limited inquiry. Spot values are 114s. to 116s. for finest white and coloured. C.i.f. quotations just received show a weaker tendency on the other side. Finest Septembers, 113s. to 114s.; finest Octobers, 106s. to 107s. Even at these prices buyers are not inclined to offer.

Spot stocks of New Zealand are exhausted and shipments advised so far are very small. Nominal prices are from 114s. to 116s.

The Dutch market is quiet. Full Cream Goudas, 112s. to 118s.; Edams, 20 per cent, 79s.; 30 per cent, 96s.

EGGS

With the advent of the cold weather, which has been unusually severe for this time of the year, supplies of absolutely new-laid eggs are very limited, and this should create a considerable demand for Canadian extras and Australian, the quality of these being first class in every way for selling as best eggs. Prices offered on the 13th by one of the largest importers in Glasgow were as follows (all finest):—Canadian Extras, two brands, 20s. and 21s.; new-laid Turkey, 32s. 6d.; new-laid Swedish (stamped), 16 pounds, 33s.; new-laid Dutch, about 15½ pounds, 30s., 16 pounds, 31s.; fresh Australian in 3 hd. cases, 24s. 6d.; American "CF" brand, 17s. 10d.; Irish cold store (selected), 17s. 6d.; and Russian (13½ to 15 pounds), 15s. to 16s. 6d.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Importation of Motor Cars into Australia

Sydney, October 22, 1925.—The total value of motor cars, engines, chassis and bodies imported into the Commonwealth of Australia for the fiscal year ended June 30, 1925, was £11,672,604. The principal countries of origin and the value of imports from each were as follows: United States, £7,323,340; United Kingdom, £2,138,393; Canada, £1,320,689; Italy, £436,644; France, £374,394; Belgium, £51,080; Germany, £17,947.

Whaling in the Antarctic and West Australian Coast

A Norwegian whaling company operated in the Antarctic during the last two seasons with considerable success, and the venture apparently proved to be so profitable that additional small steam whalers have been sent out this season. These vessels have just arrived at Hobart and will leave shortly for Ross Sea, arriving there about December 1 and remaining until the end of February, when the ice accumulations will drive them out. The mother ship, the *Sir James Clark Ross*, is the largest vessel yet used for the purpose.

Many years ago whaling ventures about the Australian coast were quite profitable, especially on the eastern coast, where operations were conducted from Twofold Bay, 200 miles south of Sydney, and at Norfolk Island, northeast of Sydney. Whaling has not altogether ceased at these two depots and is now only carried out on a small scale.

On the West Australian coast, however, a Norwegian company has established a station at Point Cloats, where already this season 300 whales, producing about 1,500 tons of oil valued at £45,000, have been taken. The majority of these whales are hump-backs, much smaller and of less value than the blue whales of southern waters.

Oil Prospects in Papua, New Guinea

The principals of an expedition who recently visited the Oriomo River recently returned to Sydney and reported that vegetable and geological evidence pointed to the presence of oil in that district. After the detailed survey work some shallow bores and a deep bore of 1,260 feet were sunk. It is stated that the bore produced the strongest evidence of the existence of oil at greater depths, and it is intended to test to the depth of 4,000 feet in order to ascertain whether the expected concentrations of oil actually exist.

Phosphate Shipments from Ocean Island and Nauru

During the five years that the Phosphate Commission has been administering the export of crude dried phosphates from these islands, the quantities exported have shown the following fluctuations: 1920-21, 364,000 tons; 1921-22, 361,000 tons; 1922-23, 314,000 tons; 1923-24, 452,000 tons; 1924-25, 471,000 tons.

This crude phosphate was treated to alter it to superphosphate: the bulk of it was taken to Port Kembla, 60 miles from Sydney, for that purpose. Each ton of crude phosphate made two tons of superphosphate. Australia's share during the five years had averaged 260,000 tons per annum, which was ten times as much as was taken twenty-two years ago. This year it is estimated that the quantity will rise to 365,000 tons.

The two islands have been estimated to contain 100,000,000 tons of phosphate deposits, which at the present rate of exportation will last for two hundred years.

Wheat Prospects in New South Wales

It has been estimated that the total area sown for grain this year was 3,686,700 acres, of which 3,327,000 acres are to be harvested for grain and the balance cut for hay. As compared with the area sown in the previous year, there was a decrease of 261,980 acres, or 8.6 per cent.

Very dry conditions seriously hampered ploughing operations early in the year, and these conditions were followed later on by excessive rain which seriously restricted planting, and by very dry weather conditions later in the season.

Sydney Wool Sales

Wool saleroom proceedings at Sydney during the last few weeks have been most animated. The attendance has never been larger, and most of the buyers present have been active participants. A definitely quoted rise of $2\frac{1}{2}$ to 5 per cent all round took place after the middle of the month, which brings prices to the best point of the season so far, and growers will be surprised if, now that confidence seems generally restored, prices do not climb steadily upwards. No one desires to see another boom level, but there is a strong feeling that Continental buyers could afford to extend their limits providing they are pushed hard enough by other competitors.

One of the recent marked features was the expansion in the Yorkshire demand which gave signs of permanency and had a great deal to do with the advance in prices. The demand on French and German account is very keen, although the French section, after making the pace all the season, still keeps in the lead, and their buying is on a wider scale than ever. German operations have extended considerably, and are not far short of the French volume.

All grades have shared in the upward move in values. The keenest inquiry is still for fine wools, but medium sorts and broader types are selling freely. North American buyers only exhibited limited activity, but as no super wools were catalogued, that experience was not surprising.

NEW ZEALAND BANKING RETURNS

TRADE COMMISSIONER C. M. CROFT

Auckland, October 16, 1925.—The returns of the six trading banks in New Zealand for the quarter ended September 30 disclose what may well be considered a satisfactory position. In brief the movements in the main divisions, as compared with the corresponding quarter of last year, are as follows:—

Government deposits increased by	£ 974,553
Free deposits increased by	1,591,123
Fixed deposits increased by	1,040,277
Advances increased by	1,045,493
Discounts increased by	6,786
Notes increased by	209,808
Coin and bullion decreased by	94,876

These movements are quite normal for the third quarter of the year.

The aggregate of the three classes of deposits for the quarter under review as compared with the corresponding period of 1924 are:—

Deposits	Quarter ended September 1924	1925
Government	£ 2,731,774	£ 3,706,327
Free	25,220,639	26,811,762
Fixed	19,901,386	20,941,663
	<u>£47,853,799</u>	<u>£51,459,752</u>

Thus the total deposits with the trading banks, as distinct from the savings banks, show an increase of £3,605,953, all of which, except the increase of £974,553 in Government deposits, represents the increased credit of the public.

The free deposits, or current account balances, increased by £1,591,123, and all of the banks shared in this, which may be taken as evidence of a general improvement throughout the Dominion. The free deposits with the different banks were as follows:—

Bank	Quarter ended September 1924	1925	Increase
New Zealand	£11,857,626	£12,426,788	£ 569,162
Union	2,945,717	3,082,993	137,276
New South Wales	2,766,327	2,891,663	125,336
Australasia	2,560,097	2,702,055	141,958
National	4,252,692	4,749,947	497,255
Commercial	838,180	958,316	120,123
	<u>£25,220,639</u>	<u>£26,811,762</u>	<u>£1,591,123</u>

The produce year ends in September, and by then the majority of the returns are to hand, obligations having been met and bank accounts expand.

Fixed deposits show an increase of £1,040,277, in which also all the banks participated; the total amount placed on fixed deposit during the three months ended September, 1924, was £19,901,386, whereas the amount during the corresponding period of this year was £20,941,663.

The aggregates of the free and fixed deposits for the September quarter of each of the past five years are:—

Sept. Quarter	Total Deposits (Free and Fixed)
1921	£43,445,663
1922	41,961,866
1923	43,938,836
1924	45,122,025
1925	47,753,425

Advances show a moderate increase. The dairy factories have been operating continuously and their payments to farmers for butter fat involve bank

credits. Wool growers are without doubt arranging credits to carry on with shearing and marketing of their products. All the banks, with one exception, showed increases in advances.

The discounts show a slight increase over the corresponding quarter last year, three of the banks exhibiting decreases and three increases.

Taking the total of the fixed and free deposits, and comparing this total with the aggregate of advances and discounts, the following result:—

Sept. Quarter	Deposits	Advances	Excess of Deposits
1921	£43,445,663	£48,039,609	£4,593,946
1922	41,961,866	42,994,448	1,032,582
1923	43,938,836	42,826,728	1,112,108
1924	45,122,025	43,923,081	1,198,944
1925	47,753,425	44,975,360	2,778,065

In 1921 and 1922, when the country was feeling the effects of the post-war slump, the advances exceeded the deposits, but under present conditions the reverse is found to be true.

Note circulation shows an advance of £209,808 for the quarter under review as compared with the corresponding three months of 1924, whereas coin and bullion circulation has been reduced by £92,876.

In reviewing the present situation in all its aspects it is seen that the returns are highly satisfactory and the purchasing power of the people of New Zealand somewhat greater than it was twelve months ago. It is difficult to forecast for the future, as the effects of the recent shipping strike may be far-reaching. The lower prices of wool may also prove an important factor.

Note.—It should be explained that the trading banks in New Zealand differ somewhat from similar institutions in Canada. By "trading banks" in the above article is meant the following banks: Bank of New Zealand, National Bank of New Zealand, Bank of New South Wales, Bank of Australasia, Union Bank of Australia, and Commercial Bank of Australia. These banks do not operate savings accounts, this class of business being handled by the Post Office Savings Bank and various district savings banks. In the trading banks one may operate on ordinary current account, otherwise known as "free deposits," or may lodge a certain sum for a definite period of time, and in this case interest is given on such "fixed deposit," depending on the length of time one agrees to leave the money in the bank. For example, one of the leading banks now gives $3\frac{1}{2}$ per cent on deposits fixed to remain for three months; $3\frac{3}{4}$ per cent on deposits fixed to remain for six months; 4 per cent on deposits fixed to remain for twelve months; and $4\frac{1}{2}$ per cent on deposits fixed to remain for twenty-four months.

FOREIGN TRADE OF BRITISH INDIA FOR FIVE MONTHS ENDING AUGUST, 1925

British India's total foreign trade for the five-month period ending August 31, 1925, amounted to 248 crores of rupees,* or about \$868,000,000, being an increase of 2.5 per cent over the corresponding period for 1924. Of this amount exports accounted for 158 crores of rupees (an increase of 12.6 per cent), and imports for 90 crores of rupees (a decrease of 10.1 per cent), resulting in a favourable visible balance of trade in merchandise to about \$238,000,000. Excess of imports over exports of gold, silver and currency amounted to \$68,500,000 so that the total net visible balance of trade in India's favour was \$169,500,000, as against \$64,500,000 in 1924.

DIRECTION OF TRADE

Of the total imports into India during the above period, 60 per cent came from other parts of the British empire, as against 63 per cent during the corresponding period in 1924. Canada's share showed a small decrease in value, but

* At present rate of exchange a crore of rupees equals about \$3,500,000 Canadian currency.

a slight increase in percentage. The shares of Japan, Germany and the United States were respectively 8.6, 6.2 and 5.8 per cent for the period, Japan showing a decided increase and the United States and Germany decreases.

Of the total exports, the United Kingdom took 20 per cent as against 24 per cent in the corresponding period in 1924, while Japan increased from 12 to 17 per cent, the United States from $8\frac{1}{2}$ to $9\frac{1}{2}$ per cent, and Germany from 6 to 8 per cent.

Exports.—The exports of food, drink and tobacco for the period decreased by about \$15,000,000 as against the corresponding period in 1924, due mainly to smaller shipments of wheat and barley; raw materials and produce increased by \$66,000,000 due to larger shipments of raw cotton, raw jute, seeds, hides and skins; articles wholly or mainly manufactured increased by \$16,000,000, attributed to larger shipments of jute bags and cotton manufactures.

Imports.—As compared with the corresponding period in 1924, the imports of food, drink and tobacco for the five months ending August 31, 1925, decreased by about \$2,500,000, due mainly to a reduction in the price of sugar imported; raw materials and produce decreased by \$1,300,000 due to smaller imports of raw wool, raw cotton, and raw silk; articles wholly or mainly manufactured decreased by \$32,000,000, about 50 per cent of which was represented by a reduction in imports of cotton yarns and manufactures, the balance being iron and steel manufactures.

ARTICLES OF IMPORT OF INTEREST TO CANADA

The following articles imported into India are taken from the official returns for August, 1925, and include only those items which Canada is in a position to supply. Figures unless otherwise stated are for the five-month period ending August 31, 1925.

Asbestos.—Manufactures of asbestos were imported to the extent of \$300,000.

Belting.—Cotton belting valued at \$230,000 from the United Kingdom; leather belting valued at \$560,000, from the United Kingdom and the United States; belting of other materials valued at \$450,000 from the United Kingdom and Germany.

Cement.—Amounting to \$860,000 from the United Kingdom.

Hardware.—Amounting to \$7,200,000, came chiefly from the United Kingdom, Germany and the United States.

Fencing Materials were imported to the value of \$700,000, a portion of which came from Canada.

Wire Nails from the United Kingdom and Germany, valued at \$166,000.

Paper.—Wrapping paper valued at \$420,000, printing paper at \$1,260,000, writing paper and envelopes at \$700,000 came chiefly from the United Kingdom, Norway, Sweden and Germany. Canada's share was small, but showed a substantial increase.

Paperboards were imported to the extent of \$400,000.

Provisions.—Bacon and hams, \$175,000; biscuits and cakes, \$520,000; canned fruits, \$110,000; canned fish, \$400,000; cheese, \$140,000; farinaceous foods, \$630,000; milk foods for infants, \$210,000; condensed milk, \$700,000; dried, smoked and salted fish, \$700,000. The bulk of the provisions came from the United Kingdom, but the Netherlands, the United States, Australia and New Zealand each had a substantial share. Canada's trade was practically limited to canned salmon and condensed milk.

Soap.—The United Kingdom supplied over \$2,000,000 worth of soap.

Motor Cars.—Of the 4,506 automobiles imported during the period, 1,571 came from Canada, 1,566 from the United States, and 468 from the United Kingdom.

Pneumatic Tires.—\$1,400,000, chiefly from the United Kingdom, France, United States, and Canada.

Rubber Boots and Shoes.—Canada supplied 31,632 pairs during the year ending March, 1925, as against 6,900 pairs for the preceding year.

Railroad Ties.—Canada supplied 96,304 ties during the year ending March, 1925, as against 44,408 during the preceding period.

Electric Apparatus.—Canada supplied \$58,347 worth during the year ending March, 1925, as against \$14,456 during the preceding period.

IMPORTS OF BUTTER AND BUTTER SUBSTITUTES INTO BRITISH WEST INDIA COLONIES, FOR YEAR ENDING DECEMBER 31, 1924.

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Colony	Total Imports		Imports from					
			United Kingdom		United States		Canada	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	lb.	\$	lb.	\$	lb.	\$	lb.	\$
Bermuda.....	440,676	169,705	26,060	11,135	312,360	44,876	102,256	113,695
British Guiana.....	688,505	238,933	323,110	109,682	74,105	22,043	128,324	52,558
British Honduras.....	148,483	58,070	21,028	9,685	93,744	34,756	25,121	10,830
Bahamas.....	182,448	75,097	1,318	623	135,521	56,365	38,127	17,145
Barbados.....	921,414	229,658	169,732	60,862	83,654	30,577	56,481	20,610
Grenada.....	124,580	26,747	17,946	5,309	16,915	3,183	17,985	8,205
Jamaica.....	862,275	277,312	54,824	12,653	67,380	19,642	341,060	164,983
Leeward Islands—								
Antigua.....	52,431	18,659	3,272	1,397	31,192	9,889	13,795	6,278
Dominica.....	95,572	22,303			87,678	17,549	6,046	3,266
Montserrat.....	10,126	1,922			6,250	1,221	1,536	336
St. Kitts-Nevis.....	140,803	31,200	1,598	866	62,695	11,271	17,994	8,214
Virgin Islands.....	6,466	1,577			1,178	307		
St. Lucia.....	113,222	27,282	600	243	47,963	11,903	16,608	7,057
St. Vincent.....	45,198	15,661	22,831	8,828	12,587	3,017	3,455	1,694
Trinidad and Tobago.....	1,118,638	397,542	103,229	36,134	373,645	118,951	178,682	76,742
Total Imports.....	4,950,837	1,591,668	745,548	257,417	1,406,867	385,550	947,470	491,513

TRADE OPPORTUNITIES IN NIGERIA

Nigeria is in population by far the largest of all the British Dependencies with the exception of India, the natives numbering nearly 19,000,000. The white population is about 4,000. The total administrative area is about 368,000 square miles or about equal to that of the province of Ontario. The territory includes a number of areas formerly under separate administration, which were amalgamated in 1914 under the control of a Governor General appointed by the Crown, and now consists of (a) the Colony, which is a small area of 1,400 square miles and includes Lagos, the administrative capital of the country; and (b) the Northern and Southern Provinces which together form the Protectorate.

Physically this territory may be divided into four zones, viz: (1) a low-lying belt skirting the coast, with an average depth of from 10 to 60 miles, and covered with dense mangrove forest and swamps; (2) behind this belt lies a thickly wooded country rich in oil palms and mahogany and well watered; (3) further inland the trees become thinner, merging toward the north into open ground covered with grass; (4) in the extreme north there is little rainfall, and vegetation is slight and the country merges into actual desert. The climate is tropical, but varies according to the physical characteristics of the different regions and is unsuited for European settlement.

West Africa first became known to Europe through the visits of Portuguese explorers in the fifteenth century, and for over three hundred years after its dis-

covery the coastal region was the principal source of slave labour for the New World. In 1885 the Berlin Conference recognized the British claim to control over Lagos and other parts of the Coastal Region, and attempts were made by the British Government to end the slave traffic. In 1879 a charter was granted to the Royal Niger Company, who became responsible for the government of the colony, but this company was unsuccessful in restraining the slave-trading propensities of the more powerful native chiefs, and the charter was revoked in 1900 and the territory placed under the Colonial Office. From this date the country has developed in a remarkable manner, and has on the whole been peaceful, in spite of the wide diversity of race and language.

RESOURCES AND EXPORT TRADE

Nigeria is a country of immense natural resources, and as labour is cheap and plentiful, there are unlimited opportunities for further enterprise in its development. The chief products are palm oil, palm kernels, ground nuts (peanuts), cocoa, and cotton. Other articles produced and exported in considerable quantities are grain, hides and skins, mahogany, rubber, shea butter, ivory, ostrich feathers, capscums, kola nuts, gold, tin, and various drugs. The general increase in trade which is being fostered by the Government may be indicated by the fact that the total value of exports has risen from £1,858,091 in 1900 to £6,779,205 in 1913, and £14,427,727 in 1924.

BUYING METHODS

The great majority of distributing houses in Nigeria are branches of United Kingdom firms. Reserve stocks are held by the local house, and as required indents are made through the head office for additional supplies. In this way the market is pretty well controlled by United Kingdom merchants, and it will be admittedly difficult for Canadian firms to secure and retain a hold on the trade in this colony unless through British intermediaries. An excellent start has been made in some lines, and the recent inauguration of direct steamship communication between Canada and West Africa has eliminated one of the greatest handicaps to trade. Canadian products are well and favourably known and a decided preference has been noted for goods of Canadian origin, on which prompt and regular shipments may be depended. The greatest care should be given to the matter of packing, and Canadian exporters who purpose entering this market should make this the subject of careful study and investigation.

Imports

The total imports into Nigeria in 1924 were valued at £12,921,337, of which £9,409,756 are credited to the United Kingdom, £826,230 to the United States, and £821,715 to Germany.

The following articles taken from the official list include only those which Canada is in a position to supply, or in which she should stand a fair chance of securing a portion of the trade. The figures shown are for 1924.

BUILDERS' MATERIALS AND SUPPLIES

There is a big demand for such materials, both for private and Government purposes. Several public works projects are under consideration, such as docks, sheds, roads and railway extensions, which will require large quantities of building materials, many of which can well be supplied by Canada.

Lumber, valued at £59,529, came chiefly from the United States and the United Kingdom. Pitch pine seems to be the wood most in demand, but a good market could be found for Douglas fir at competitive prices.

Galvanized corrugated iron sheets were imported to the extent of £172,770 chiefly from the United Kingdom, and are used chiefly for roofing. Sizes in

most demand are 8 feet by 3 feet, and 6 feet by 3 feet, 24 to 32 gauge, with the lower grades predominating.

Cement (£130,798) came from the United Kingdom. The Canadian product is favourably known and the Government departments as well as the general dealers would welcome c.i.f. quotations. Care should be taken in packing, as many casks of cement are lost in West Africa through lack of attention to this important detail. Other building materials in demand for which Canada should find a market are gutters and ridging, galvanized nails, screws, lime, paints and varnishes, roofing felts, iron bars and rods, and structural steel. Building materials are entered duty free.

PROVISIONS

These may be divided into two classes: (1) provisions for Europeans, the chief items of which are tinned meats and fish, tinned soups, jams, butter, lard, cheese, flour, sugar, milk, fruits, vegetables, biscuits, and hams and bacons; and (2) trade provisions, so called as they are specially prepared for African trade. The chief items are cabin biscuits in barrels, casks and cases; beef and pork in barrels, stock fish and salt fish in bales and boxes, cane sugar in cases, salmon and herring in tins, salt in bags, corned beef in tins, flour in barrels, and sardines in oil. The duty on all provisions with the exception of the specific duty on salt of 2s. per cent is 15 per cent ad valorem.

The official report of the Nigeria Customs Department for 1924 contains a statement which is of particular interest to Canadian producers: "Canadian exporters of dry, salt and pickled fish of a good quality, and general produce such as breadstuffs, flour, oatmeal, rolled oats, meat, vegetables, fruits, dairy products, etc., have in Nigeria an enormous market which readily absorbs such products and which has never been fully supplied."

Fish, Canned or Preserved.—£532,817. Of this amount Norway supplied about 50 per cent, Germany 25 per cent, and the United Kingdom about 10 per cent. Almost all kinds of canned fish are imported, but the most popular are salmon, herring, and sardines. Large quantities of smoked, salted, and dried fish are required, and in all the above lines Canadian firms should be able to secure a fair proportion of the business.

Flour.—£61,400, of which the United States is credited with £44,598: most of the balance came from the United Kingdom. The consumption of flour by the natives is increasing rapidly and Canadian millers may look for a growing market in this territory. An extra dry flour is essential, one not too strong, which will stand up in the loaf and make a pure white bread. Good packing is also a necessity: a close-fitting barrel with as many as ten hoops, and properly lined with paper. The importer is usually willing to pay for the extra hooping. Canadian brands have been well received in this market, and packing on the whole has been satisfactory.

Salt.—£313,469, almost wholly from the United Kingdom. It consisted chiefly of coarse salt, although some table salt in tins was imported. It is used in some districts as a medium of exchange. Shipments are made in bags of white cotton, twill, or striped hessian. Quotations are per ton of 2,240 pounds with bags charged extra.

Sugar.—£67,170. Fifty per cent from the United Kingdom, 25 per cent from the United States, and the balance from Germany and Holland. There is a demand for loaf sugar in 4-, 5-, 6- and 7-pound tins, and also in 1-pound cartons. These latter are packed 112 cartons to the case, which are usually tin-lined, wired and clipped. Other food products of interest to Canadians are cabin biscuits, ale, beer and porter, cereals, butter and cheese, canned fruits and vegetables, and condensed milk.

Spirits.—£179,842, chiefly whisky from the United Kingdom and gin and geneva from the United Kingdom and Holland. The duty on brandy, rum, gin, whisky and other potable spirits, the true degree and strength of which can be immediately ascertained by Tralle's alcholometer of the strength of 50 degrees per centum if pure alcohol, is £1 5s. per imperial gallon. An additional duty of 6d. per gallon is made for each degree of added strength, and 4d. per gallon is deducted for each degree of strength below 50 degrees per centum, provided always that the duty shall in no case be less than £1 2s. 4d. per imperial gallon. The importation and distribution of spirits is governed by the Liquor Ordinance. Trade spirits of a kind previously imported for sale to Africans, and not generally consumed by Europeans, are not allowed to be imported. Spirits, other than gin and liquors, must have been aged at least three years before passing the customs.

Cigarettes.—£185,126: from the United Kingdom. The duty on these is 1s. 6d. per hundred.

Tobacco, Unmanufactured.—£324,323: almost wholly from the United States. Duty is 1s. 6d. per pound. For the African trade leaf tobacco is imported in tierces and hogsheads and in cases, weighing from 100 to 300 pounds each.

MISCELLANEOUS IMPORTS

Apparel.—£228,409: chiefly from the United Kingdom. The duty is 15 per cent ad valorem.

Brushes.—£2,804: from the United Kingdom and Germany. All kinds of brushes are in demand, such as paint, stencil, whitewash, and those for household use. Brushes should be bound with copper or zinc wire for this trade. Duty is 15 per cent ad valorem.

Casks, shooks, staves and headings.—£546,035: chiefly from the United Kingdom. Casks of 38-inch and 40-inch heads are brought in in bundles of shooks and heads for nine casks, packed in one made-up cask. About 85,000 casks were used in the export of palm oil alone in 1924. Duty free.

Machinery.—Little has been done in testing machinery for saving labour and improving production, but agricultural implements valued at £53,118 were imported from Germany and the United Kingdom in 1924. The market for labour-saving machinery should receive more attention. Duty free.

Paper.—£17,196: from the United Kingdom. There is a good demand for notepaper, notebooks, writing pads, and stationery of all kinds. The development of this branch of the trade should be remunerative. Little demand is noted for newsprint, wrapping paper, or paper bags. Duty free.

Soap.—£128,717: from the United Kingdom. The common yellow snap is most popular, but there is some demand for the carbolic brand and toilet soaps. The duty is 4s. per cwt.

Textiles.—Among the chief imports into Nigeria are cotton goods amounting to £3,013,808 in 1924, nearly all of which came from the United Kingdom. Duty is 15 per cent ad valorem.

Vehicles, Motor Cars, Cycles, etc.—Imports of motor cars and accessories totalled £179,302, 60 per cent coming from the United Kingdom and 35 per cent from the United States. Imports of bicycles were valued at £88,556, and motor cycles at £18,158—mostly from the United Kingdom. There is room for a considerable development in the automobile business in Nigeria, and as improvements are made on the roads the traffic is bound to increase. It is stated that the market requires a cheap car of the Ford type which will stand up under adverse conditions.

There is no import duty on automobiles or parts thereof, nor on lubricating oils, but duty is charged on gasoline at 6d. per imperial gallon and storage at 1d. per month on each 10 gallons or part thereof.

SHIPPING

Messrs. Elder Dempster & Company, Limited, maintain regular monthly sailings between Canada and West Africa. Port of call is Freetown, Sierra Leone, where transshipment is made to boats of the same line for Lagos and other ports. Connections are excellent, transshipment being made usually within a few hours.

BANKING AND IMPORTERS' LISTS

Banking in Nigeria is represented by the Bank of British West Africa, which has sixteen branches in the colony, and Barclay's Bank (Dominion, Colonial and Overseas), formerly the Colonial Bank, with which the Bank of Montreal is affiliated. A list of the more important importers is on file with the Department of Trade and Commerce, Ottawa, and is available for the information of interested firms.

UNITED STATES COTTON CROP

Mr. Frederic Hudd, Canadian Trade Commissioner in New York City, writes under date November 24, 1925, that the United States Department of Agriculture announces that cotton production this year will probably total 15,298,000 equivalent 500-pound bales, as compared with 15,386,000 bales forecast two weeks ago. Last year's production was 14,027,936 bales. Cotton production prospects declined 88,000 bales in the first half of November, the losses being attributed to frequent or heavy rains, which also resulted in some further lowering in the grade of unpicked cotton.

NORTH OF ENGLAND TOBACCO TRADE EXHIBITION

It is announced that a North of England Tobacco Trade Exhibition and Conference will be held in the Free Trade Hall, Manchester, from September 13 to September 18, 1926. Prospectuses and application forms for space have been issued. All manufacturers of tobacco, cigars, cigarettes, snuff, machinery, pipes and sundries, and goods allied to the trade, as well as producers of unmanufactured tobacco, are invited to exhibit. Application forms and particulars regarding space, fees, and regulations may be obtained from the Department of Trade and Commerce, Ottawa (quote file No. 26684).

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne.

The tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia. Particulars of the requirements are briefly outlined thus:—

No.	Date of Closing	Particulars
39126	Jan. 13, 1926	Supply and delivery of 600 mild steel plates, as specified.
39127	Feb. 10, 1926	Supply and delivery of two complete sets of mechanical coal handling plants, as specified.

THE SIAMESE MARKET

TRADE COMMISSIONER A. B. MUDDIMAN

Introductory

[Subjoined is the first of a series of reports by Mr. Muddiman on the Siamese market with special reference to Canadian opportunities, prepared from notes on a recent visit to that country.]

The Siamese import market is centred in the capital, Bangkok. Statistical returns show that some 85 to 90 per cent of the whole trade of the country passes through this port. Bangkok, looked at from an international commercial standpoint, is a cul-de-sac market. Repeated dumpings from Singapore during times of stress, or overstocking in that centre, render the market in Bangkok uncertain and even deceptive. Merchants in Singapore will sometimes, when overloaded, move up stocks to Bangkok and unload there rather than on their own doorstep. At a later date, however, now that Siam is obtaining her own fiscal autonomy through the waiving of extra-territorial rights on the part of various foreign powers, led by Great Britain, this practice will no doubt be counteracted by the provision of an anti-dumping act. Unfortunately, as will be seen below, big ships cannot enter the river owing to a bar. Further, it lies off the main trade route Singapore to Hong Kong.

GENERAL DESCRIPTION

The area of Siam is a little under 200,000 square miles, with a population of about 9,000,000. Bangkok, the capital, is situated on both banks of the Menam river, about 25 miles above the bar. The first census of the capital was taken in 1909, when the population was over 600,000. The latest figures published put it over 540,000. This probably includes only the land population, for there is also an immense floating population living in boats on the river and canals.

The imports consist chiefly of manufactured goods, as will be seen in subsequent detailed reports in this connection. As in all Oriental countries, the real large import is piece goods. Cotton manufactures alone amounted in monetary value for the last fiscal year, 1924-25, to the sum of 26,154,000 ticals (equivalent to \$11,769,300 at prevailing rate of exchange) out of a total import trade of 153,006,000 ticals (\$68,852,700). After piece goods come metal manufactures; foodstuffs (chiefly Oriental food supplies from neighbouring countries, including tea, sugar, fresh fish, etc.); gold leaf, gunny bags for the rice mills, cigarettes, opium, and unset precious stones.

AGRICULTURE

The greater part of Siam's population depends upon agriculture as a livelihood. The native Siamese is largely by heritage a farmer. Rice is the main agricultural product and is also Siam's staple export. It is so predominant a factor in the Siamese market that its crop and fluctuations can almost be said to rule her social, political, and commercial life. The other agricultural products are pepper, sesame, hemp, tobacco, cotton, coffee, sugar, betelnut, cocoanuts, and mangas. Some of these, like sugar, were once exported, as many a ruined sugar mill reveals, but are now grown purely for domestic consumption. Of such crops nothing further will be said. Siam lives by rice. Before the days of modern banking riches were judged by rice land grants. Rice forms the cargo of the barges on the Menam river and of the steamers that load in Bangkok. Rice was the cause, in the old days, of the Burmese and Cambodian invasion, for the latter desired the rich rice lands of Siam. Rice is the chief cause of litigation in the law courts, and the prospect for the new crop is the absorbing topic of conversation. It is the Government's main source of revenue.

The cultivation is begun in May when the rain sets in. The fields are first ploughed. Planting is done by either sowing or nursery plants replanting. The first crop comes in November; the last in January.

There are four species of rice: the common rice of Lower Siam, the glutinous rice from the north; "red" rice, so named because of its dark appearance when boiled; and hill rice. These species have each numerous varieties, which are distinguishable namely by (a) colour, (b) size, and (c) taste.

BANGKOK PORT

There is a bar at the mouth of the river. Vessels can cross at high water drawing a depth of from 12 feet 6 inches to 14 feet 6 inches, according to the season of the year. Vessels of any depth which cannot complete loading inside the bar find safe anchorage all the year round at Kohsichang, an island about 25 miles from the mouth of the river. Cargo can be brought out to them in steam or sailing lighters, with both of which the port is well supplied. There is telegraphic communication between Bangkok and Kohsichang. Anghin is no longer used as an outside anchorage.

SIAMESE CURRENCY

The tical, weighing 15 grammes (232 grains troy), .900 fine, divided into 100 satangs, is the unit. From December, 1907, the exchange rate was fixed at 13 to the £1. On September 4, 1919, it was given a mean exchange value of 12 to the £1; a month later of 11 to the £1; on November 14 of 10.10 to the £1; and on November 27 of 9.34 to the £1, Government issuing ticals against gold received abroad at the rate of 9.14 ticals to the £1 sterling. On December 6, 1921, this rate was reduced to 9.50 ticals per £1. On January 3, 1923, this rate was changed to 10.80 per £1, the corresponding rate for the sale of sterling to the banks being 11.20. The fineness of the other silver coins (salung and 2-salung) was first reduced from 800 to 650, and then on January 16, 1920, to 500, while as a temporary measure the 2-salung coin is made legal tender to any amount. On August 19, 1920, the fineness of the subsidiary silver coin was again made 650. Government currency notes are temporarily inconvertible. The silver tical is not now being minted.

WEIGHTS AND MEASURES

One picul is equal to $133\frac{1}{3}$ pounds or 60.48 kilogrammes, and is made up of 100 catties of $1\frac{1}{3}$ pounds, which is the catty generally used in commerce. The Siamese catty weighs 80 ticals. The coyan or kwien used as a measure is equal to 16 piculs paddy or 22 piculs cargo rice or 23 piculs white rice. The rice millers' kwien is 82 baskets of 40 pounds each. Under the temporary maximum prices regulation, the kwien was fixed at 80 baskets of 40 pounds each, or 24 piculs. Under the new law a bucket giving 2,000 litres to the kwien has also been introduced at the rice mills. The chief unit of length, the wah, is exactly two metres. The rai is 1,600 square metres, and the acre is $2\frac{1}{2}$ rais. The new law introducing the metric system came into operation on December 17, 1924, but the use of that system will be optional for at least five years.

EXPORT DUTIES

The export duties are as follows: catch, 0.50 tical per picul; gamboge, 6 ticals per picul; gum benjamin, 4 ticals per picul; hides, buffalo and cow, 1 tical per picul; ivory, 10 ticals per picul; paddy, 2 ticals per coyan; cargo rice, 4 ticals per coyan; cargo broken rice, 2 ticals per coyan; white rice, 2 ticals per coyan; white broken rice, 4 ticals per coyan; sticlac, 1.25 ticals per picul. Other articles as per customs tariff. No duty is paid on cotton, pepper, timber, salt, copra, and a number of other articles, but most of them are subject to inland or transit duty.

IMPORT DUTY

The following are the import duties: beer and wine, 8 per cent ad valorem; other spirituous liquors if having an alcoholic strength of 25 degrees or under, 40 tical cents per litre; additional duty for every degree above 25 degrees, 1.6 tical cents. All other goods, 3 per cent ad valorem. Treasure, gold-leaf, and goods (other than spirituous liquors) imported solely for the importer's personal use are exempt from duty. Opium may be imported only by or to the order of the Siamese Government. Arms and ammunition, morphine and cocaine, may be imported only under license.

BANKS AND NEWSPAPERS

The principal banks in Bangkok are as follows: Siamese: the Siam Commercial Bank. British: the Hong Kong and Shanghai Bank; the Chartered Bank of India, Australia, and China; the Mercantile Bank of India. French: Banque de l'Indo-Chine. Japanese: Bank of Taiwan. Chinese: Bank of Canton; Sze Hai Tong Bank; Soon Hok Seng Bank; Oriental Mercantile Bank.

There are three newspapers in English published in Bangkok and a fairly large Siamese press in which advertising is done.

The Siamese financial year runs in conformity with the year of the Buddhist era, beginning on April 1 and ending on March 31. Thus the present year in Siam is B.C. 2468 and corresponds exactly with the Canadian fiscal year 1924-25.

MAKING SHIPMENTS

It will be necessary in nearly all cases for goods consigned to merchants in Bangkok to be transhipped at Singapore from Atlantic coast ports, or at Hong Kong from the Pacific side. Packing should be sturdy enough to withstand rough coolie handling. From the ocean steamers the goods at the transshipment ports are reloaded in local lines. The service from Singapore is at least weekly and regular. To obtain business, c.i.f. prices and full particulars are required by local merchants; also, where possible, samples. Quotations should preferably be in sterling so that the importer can at once appreciate the price in local currency. Trade inquiries have been sent to the Department for chocolates, chum salmon; apples; dried salted codfish; potatoes; flour; paper (newsprint, glazed woodfree, glazed white, unglazed white, coloured, tissue, greaseproof); singlets (lisle thread); cotton hose for men (special type); motors (small kerosene); tractors (crude oil); water pumps (small and cheap to be connected with crude oil motors); automobile lamps; circular saws; and wire cloth. Business has already been obtained for Canadian firms in the following lines: Atlantic sardines; canned lobster; meats; fruits; chocolates; men's socks; singlets; blotting and bond papers; lawn mowers; glass bottles; spark plugs; rubber-soled canvas shoes; forges; machinery, etc.

[In next issue a report will be published on the Market for Food Products.]

WORLD'S FLAXSEED PRODUCTION

Mr. Frederic Hudd, Canadian Trade Commissioner in New York City, writes under date November 24, 1925, that a survey of the world's flaxseed production issued by the United States Bureau of Agricultural Economics indicates that the 1925-26 flaxseed crop in eleven countries, including Argentina, the United States, and Canada, amounts to 113,650,000 bushels, compared with 91,086,000 bushels for the same countries last year. Russia, the only important producer not reported for this year, is expected to have a crop equivalent to or larger than the 1924.

As now estimated, this year's Argentine crop will be the largest in at least thirteen years. The November flaxseed production estimated for the United States and Canada indicates slightly smaller crops than were expected in October. The November estimate for the United States is 22,332,000 bushels, compared with the October estimate of 23,223,000 bushels and a 1924 production of 30,173,000 bushels. Conditions in Europe are reported to be generally favourable.

SUMMARY OF THE TRADE OF BRAZIL DURING 1924

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, November 6, 1925.—The preliminary statistics of the import trade of Brazil for the calendar year of 1924 have just been published by the Bureau of Statistics. By main countries the totals are as follows:—

	1913	In £1,000 1923	1924
United Kingdom	16,437	13,428	16,347
United States	10,553	11,239	16,544
Germany	11,737	5,272	8,323
Argentina	4,999	6,196	8,297
France	6,572	3,262	4,616
Belgium	3,432	1,913	2,415
Italy	2,544	1,988	2,401
Portugal	2,948	1,044	1,260
Canada	234	431	577
Other countries	6,494	5,898	7,000

By main groups of articles of chief interest to Canada, the following figures are given:—

	1913	In £1,000 1923	1924
Iron and steel.. . . .	791	1,004	1,382
Timber.. . . .	946	287	251
Coal.. . . .	4,612	3,200	3,380
Cement.. . . .	1,467	714	1,001
Hides and skins.. . . .	985	648	783
Rubber.. . . .	365	377	423
Vehicles, including motors.. . . .	3,089	1,829	3,187
Iron and steel manufactures.. . . .	8,085	4,279	6,587
Earthenware, glass and crystal.. . . .	1,084	767	998
Machinery tools, etc.. . . .	7,164	5,997	8,821
Paper and manufactures thereof.. . . .	1,509	1,694	1,788
Drugs and chemical products.. . . .	1,406	1,317	1,712
Flour of wheat.. . . .	2,135	1,430	3,023
Wheat.. . . .	3,291	5,012	5,878
Codfish.. . . .	1,681	703	1,050
Total of all products.. . . .	67,166	50,543	63,387

Turning to the first table, it will be notice that the United States trade has not only caught up with, but now slightly exceeds, that of Great Britain. In other words, while British trade with Brazil has remained practically stationary as between 1913 and 1924, United States trade has increased by 50 per cent. The figures of coal importation in part explain this increase. In 1913 the United Kingdom exported to Brazil a little less than 2,000,000 tons; in 1924 850,000 tons were exported. In the two years the United States exported 278,000 tons and 760,000 tons respectively. During the last two years, moreover, the United States developed a tremendous export of motor vehicles, tires and accessories, with which Great Britain does not effectively compete. This last point is made clear in the second table. The value of vehicles imported in 1923 was £1,829,000, increased in 1924 to £3,187,000, and is largely accounted for by American and Canadian motor cars and trucks. The similarity between the 1924 figure and that of 1913 is only arithmetical, as the latter amount was made up almost wholly of locomotives and railway rolling stock.

The Brazilian statistics do not, however, furnish any means of estimating the import of specific articles from specific countries. It is therefore only possible to give Canadian figures for the most nearly concurrent period, i.e. the fiscal year ending March 31, 1925.

During this period Canada's total share in the market increased over that ending March, 1924, by \$792,939, the relative figures being: 1924, \$2,624,310; 1925, \$3,417,249. The most interesting Canadian shipments, comparing 1925 with 1924, are summarized as follows:

Wheat flour, \$210,966, a decrease of \$76,000; codfish, \$265,300, an increase of \$32,000, although the quantity was less by nearly 3,000 cwt.; pollock, hake, and cusk, \$35,200, an increase in value of about \$5,500, although the quantity was slightly less; rubber belting, \$48,503, as compared with less than \$8,000; tires, \$159,632, a decrease of about \$18,000; inner tubes, \$73,616, an increase of over \$36,000.

Cotton duck shows a large increase: \$13,280 against \$1,700. Tubes, pipes and fittings were \$33,100 as compared with \$21,100; ploughs and parts thereof, \$2,100 against nearly \$19,000. In razors of all kinds, Canada was credited with \$33,000 in 1924, but this was completely lost in 1925; and in nails, tacks, etc., the 1925 export was \$1,300 as compared with rather more than \$25,000 in the previous year. Calculating machines amounted to \$18,000, a drop of about \$1,000. In sewing machines, however, a substantial increase is noted, \$825,000 against \$486,000; and metal working machinery amounted to the substantial total of \$66,000 against *nil* in 1924. In motor vehicles the total of \$96,924 in 1924 increased to \$879,000 in 1925, and the value of parts from \$220,000 to \$455,000.

In regard to aluminium and manufactures thereof, the total of \$232,000 of 1924 was reduced to \$58,000 in 1925, the former figure having been largely accounted for by contracts for hydro-electric construction. The same reason explains a decrease in copper wire and cable from \$164,000 to \$99,000; and of structural steel from \$267,000 to \$11,000; but electric apparatus, including batteries, generators and motors, increased from \$15,500 to \$51,200. The small cement market of about \$11,000 obtained in 1924, was completely lost.

The most recent figures available (aggregate only) for a twelve-month period are for that ending August 31. These totalled \$4,653,217 in 1925 against \$2,551,798 in 1924—an increase for the period of 82 per cent.

BRAZILIAN STATE AID FOR RUBBER MANUFACTURING INDUSTRIES

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, November 4, 1925.—The Brazilian Government has published a decree (No. 16,793) giving effect to a scheme of state aid for rubber manufacturing industries established within the Union of Brazil.

The scheme is applicable to all factories which may be established within a period of three years, or to such as, being already established, increase their plant and installation within the same period. In brief form the details are as follows:—

Total exemption from import duties is granted for twenty-five years on all machinery, tools, and material pertaining to and imported by plants or factories, and on all chemicals, textiles, lubricants and so forth used in the operation of factories. The Government undertakes to pay to factories a bonus (not exceeding 500 contos or roughly \$77,000), which shall be equivalent to not more than 5 per cent of the capital employed, provided the production of the factory within twelve months of the commencement of operations shall entail the use of not less than 50 metric tons of crude rubber per annum. The Government will also

pay a similar bonus (not exceeding 200 contos) to factories or subsidiary factories which undertake the refining only of crude rubber, and not the manufacture of finished articles. Tax exemption (federal) for the same period of twenty-five years is granted to plants or factories erected, or in respect of extensions or improvements upon existing plants or factories.

In consideration of the foregoing privileges and concessions, the industries concerned undertake to submit to somewhat detailed Government fiscal inspection, to contribute 12 contos per annum to the national treasury, and to deposit with the Government prior to signing a contract the sum of 100 contos, the destination of which is not stipulated in the decree. The Government also exact the submission of plans, estimates and specifications of installations, extensions, and so forth for approval; the employment of 50 per cent of Brazilian workmen, and of a number of apprentices and chemists who shall be appointed by the Ministry of Agriculture.

Furthermore, any plant operating under the terms of this contract undertakes to supply to the Government, upon demand and for Government use only up to a maximum of 30 per cent of its annual production, at a price which shall be lower than the quotation c.i.f. Rio de Janeiro, plus duties, of the equivalent of imported articles.

The remaining articles in the decree are of minor importance and deal with the Government concessions of hydraulic power, assistance in the establishment of small branch railways, and in securing exemption from state and municipal taxes. Article 9, however, clearly specifies that the Government may "at any time of public stress" requisition all factories or dependencies operating under this scheme.

Relative to these proposals, it is of interest to note the existing tariff duties on rubber articles. These may be briefly summarized as under:—

Item		Milreis Paper	Canadian Currency
808	Tires, rubber:		
	For motors	ad val. 15%	
	For cycles	ad val. 25%	
	For motorcycles	ad val. 25%	
995	Machine belting of rubber and cotton	per kg. 4\$500	\$0.68
1033	Articles of rubber, vulcanized or other, gutta percha, elastic rubber, or celluloid:		
	Basins, capsules, corks, water bottles, etc.	Per kg. 6\$500	\$0.95
	Sticks, whips, etc.	Per kg. 12\$500	1.87
	Tobacco pouches, match box holders, etc.	Per kg. 10\$000	1.50
	Dolls and toys	Per kg. 8\$750	1.31
	Buttons	Per kg. 10\$000	1.50
	All-rubber shoes, soles or heels	Per kg. 7\$500	1.12
	Gaskets, washers, insulators, etc., for machinery	Per kg. 2\$500	0.37
	Combs, rulers, pens, fountain pens	Per kg. 10\$000	1.50
	Fans	Each 7\$500	1.12
	Belts, braces, suspenders, garters, laces, etc., with silk or mixtures thereof	Per kg. 7\$500	11.25
	Belts, braces, suspenders, garters, laces, etc., with other material.	Per kg. 17\$500	2.62
	Dental rubber	Per kg. 8\$000	1.20
	Wristlets, ornaments, medals, etc.	Per kg. 25\$000	3.75
	Tubes and stalks for artificial flowers	Per kg. 17\$500	2.62
	Textiles, with cotton, wool or linen, piece or cut goods	Per kg. 10\$000	1.50
	Textiles, otherwise	Per kg. 17\$500	2.62
	Textiles, with silk or mixture of silk, piece or cut goods	Per kg. 17\$500	2.62
	Textiles, ditto, otherwise	Per kg. 37\$500	5.62
	Tubes, threads, leaves or sheets	Per kg. 3\$000	0.45
	Air tubes for diving suits	ad val. 50%	
	Not classified, such as sponges, sleeve elastics, etc.	ad val. 50%	

The milreis figures are expressed in paper, being the tariff figures considered 60 per cent gold. The gold ratio at this date equals 3\$600; so that 1\$000 tariff assessment equals 2\$500 paper, derived thus: $600 \text{ reis} \times 3.6 = 2\100 plus 400 reis equals 2\$500. The conversion to Canadian currency has been made at the ruling rate of 6\$600 per dollar or roughly 15 cents per milreis.

GERMAN MARKET FOR MOTOR VEHICLES

TRADE COMMISSIONER L. D. WILGRESS

LOWER CONVENTIONAL DUTIES

Hamburg, November 16, 1925.—The general rates of duty on motor cars and trucks imported into Germany were given in the report published in the *Commercial Intelligence Journal* No. 1138 (Nov. 21, 1925). These rates were 250 Reichsmarks (1 Reichsmark = \$0.238) per 100 kg. (220 pounds) for vehicles weighing up to 2,200 kg.; 175 Reichsmarks per 100 kg. for vehicles weighing from 2,200 to 3,200 kg. and 150 Reichsmarks per 100 kg. for vehicles weighing over 3,200 kg. Progressive decreases in the rates of duty were provided for at intervals of every six months up to July 1, 1928, when rates of 75, 40 and 30 Reichsmarks respectively would come into force.

In accordance with the German Italian Trade Treaty, signed on October 31, the terms of which have just been published, lower conventional rates of duty on motor cars and trucks are provided for vehicles imported from countries having most-favoured-nation agreements with Germany, e.g., Italy, the United Kingdom, and the United States. These rates will not apply to Canadian motor cars and trucks in the absence of any commercial agreement between Canada and Germany.

The conventional rates of duty provided by the above-mentioned treaty are 175 Reichsmarks per 100 kg. for vehicles of a net weight between 500 and 900 kg.; 180 Reichsmarks per 100 kg. for vehicles of a net weight from 900 to 1,200 kg.; and 200 Reichsmarks per 100 kg. for vehicles of a net weight between 1,200 and 2,200 kg. Progressive decreases in these conventional rates are provided for corresponding to the decreases in the general rates of duty.

These lower rates of duty are to come into force with the exchange of ratifications of the German-Italian Trade Treaty which is expected to take place on December 15 next.

PROBABLE EFFECT OF LOWER DUTIES

The concessions of lower rates of duties on motor cars are reported to have been granted with considerable reluctance by the German delegation negotiating the treaty with Italy. While these duties are designed to especially benefit Italian motor cars—e.g., the Fiat make—they will also tend to widen the market in Germany for cars from the United States and Great Britain. Thus as a result of the treaty the duty payable on a Ford car will be reduced from 2,000 to 1,400 Reichsmarks (\$476 to \$333). It is stated that this will make it possible to sell a Ford car in Germany for 3,500 Reichsmarks (\$833), which is 400 Reichsmarks lower than the present price for the small Opel car, which is the cheapest German motor car. The other principal makes of American export motor cars will be favourably benefited in a similar manner by the lower duties.

The lower conventional rate should make possible the importation of a considerable number of Ford one-ton trucks, but in the other sizes of trucks it is still considered that the German manufacturers will be able to hold their own, particularly as price reductions have lately been announced by several makers. One leading manufacturing concern have reduced the price of their two-ton truck from 11,500 Reichsmarks to 9,500 Reichsmarks (\$2,738 to \$2,260).

COMMERCIAL AND FINANCIAL SITUATION IN FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

November 15, 1925.—The recent depreciation of the franc has completely upset the financial situation and the state of the market in general. There is at the present time great activity in practically every branch of industry, but this activity is only on the surface, for if orders from buyers flow from all quarters, it is because many firms in this territory want to get a stock in as they fear the inflation, whereas foreign buyers take advantage of the fall of the franc. This superficial activity, however, cannot last, for an increase in the prices is already being felt which will put a stop to orders.

There is a great demand for coal of all kinds: the requirements of the various industries for fuel are ever increasing; the demands of the textile, metallurgy and glass industries, among others, are much greater than this time last year. A great number of steamers loaded with Russian anthracite have recently arrived at French ports. The prices of this coal are much lower than those of the British and American anthracites.

The metallurgical industry is active, and the fall of the franc allows iron-masters to sell semi-manufactured products to foreign countries even in competition with Germany.

The sales and imports of agricultural implements so far this year have exceeded those of any corresponding period. The good harvest is an indication that business will be good during the last quarter of the year and well into 1926.

Raw cotton dropped 30 francs during September, allowing spinners to replenish stocks advantageously. Most of the mills are busy filling orders booked until first quarter of next year. The silk market is busy on account of foreign orders but it is feared that there may be a shortage of raw material. Prices of hides and leathers are higher due to the big demand of French tanners. Shoe factories are all working at full capacity, and the situation is considered much improved on last year for the same period.

The weather in September and part of October was unfavourable to the crops. The wheat crop is estimated officially at 90,000,000 quintals. Crops of fruits and potatoes are small, and prices of foodstuffs are going up steadily.

Unemployment in France on October 10 last totalled 10,694.

PRICE INDEX IN FRANCE

The general index of wholesale prices in France for 45 articles, on the basis of 100 for July, 1914, was 567 at the end of September, 1925, as compared with 569 at the end of August. Foodstuffs have increased from 469 to 490 in August, and will reach over 500 at the end of November. Industrial products, comprising minerals, metals and textiles, were 642 at the beginning of October against 638 in August. The retail price index for Paris in September was 431 as compared with 423 in August.

FORTHCOMING BRITISH INDUSTRIES FAIR: BIRMINGHAM, 1926

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 12, 1925.—The attention of Canadian manufacturers is directed to the seventh British Industries Fair, Birmingham, which will take place from February 15 to 26, 1926, in the permanent Exhibition Building at Castle Bromwich.

The Birmingham Fair will run concurrently with the London section and immediately prior to Leipzig so as to enable overseas buyers to visit this country on their way to the Continental Fair.

The British Government, it will be recalled, has agreed to spend \$100,000 on publicity at home and abroad for the two fairs.

PRICE OF SPACE

The Birmingham section is organized by the Birmingham Chamber of Commerce, and the council has announced this year a reduction in price of space from 3s. 9d. (90 cents) to 3s. (72 cents) per square foot.

SCHEDULE OF EXHIBITS

The Fair is only open to exhibits made by British manufacturers and to British wholesale firms taking the whole output of a British factory or holding the sole selling rights of patented or proprietary articles manufactured in the British Empire. The following chief classes of manufactures are included in the schedule of exhibits to be shown in the Birmingham section. These are given in detail in order that Canadian manufacturers may judge the type of trade to which the fair is catering.

Group I: Brassfoundry, Hardware, and Ironmongery.—Military, naval, cabinet, domestic and other brassfoundry; hearth furniture; metal furniture of all descriptions; bedsteads, hollow-ware, copper goods and bronze (excluding fancy goods); general hardware, safes, locks, keys, cash and deed boxes, sheet metal work, washing machines and appliances; knife machines; metal trunks, wire goods; string, cord and twine; laundry machinery and appliances.

Group II: Metals.—All descriptions of ferrous and non-ferrous metals and alloys (excluding precious metals) in billets, ingots, strips, sheets and circles; wire rods and tubes; stainless metals, tool steels; rust-proofing processes.

Group III: Construction, Building and Decorations.—Building materials; builders' ironmongery and hardware; architectural and ornamental work; constructional steelwork, ferro-concrete; sanitary apparatus, appliances and fittings; contractors' plant; shop, bar and restaurant fittings; municipal engineering and equipment; paints, colours, enamels, varnishes, stains, polishes, lacquers, metal powders, glues and adhesives; mechanical and hand painting and spraying apparatus; decorating materials, wallpapers and coverings.

Group IV: Power, Lighting, Heating, Cooking and Ventilating.—Electrical, gas, oil, steam and all other plant, apparatus, appliances, equipment and fuels, ventilating plant, wireless apparatus, plant and accessories.

Group V: Engineering.—General machinery, machine tools, engineering and industrial tools; sheet metal machinery; transmissions, conveying, lifting and hauling appliances; saw-mill equipment; industrial rubber goods and engine packings; foundry appliances and requisites; malleable ironfoundry, drop forgings, die castings; general castings; wire, tube and rolling mill plant; hydraulic plant; scales, balances, and other weighing instruments; measuring and testing instruments and appliances; heat treatment of metals; industrial equipment; railway materials; carriage work; ropes and cables of steel and hemp.

Group VI: Agriculture.—Agricultural, dairy and horticultural machinery, implements, appliances and utensils; poultry equipment.

Group VII: Mining.—Mining, colliery and quarrying machinery and appliances.

Group VIII: Motors, Motor Cycles and Cycles; Cycle Accessories and Perambulators.

Group IX: Guns, Saddlery and Harness, Fishing Tackle.—Fishing rods, tackle and fish hatching appliances; guns, rifles, revolvers, ammunition, shooting range fittings and appliances; saddlery, harness, harness furniture; whips, horse clothing, stable fittings and appointments.

Group X: Brewing, Distilling and Catering.—Brewery plant, distilling plant, cold storage plant; fittings for catering and licensed trade.

Group XI: Services.—Export journals, trade journals; catering for trades represented in the Birmingham Section of the fair; transport services; publicity services; trade organizations; industrial welfare associations; public safety associations; trade propaganda organizations; packing materials and cardboard boxes for all trades represented in the Birmingham Section of the fair.

Mr. Harrison Watson, Chief Canadian Government Trade Commissioner in the United Kingdom, advises that the President of the Board of Trade is most desirous that Canadian firms should make displays at the fairs in excess of anything which has been done in the past, and emphasizes the many advantages offered by the fairs. Arrangements between London and Birmingham pro-

vide that concentrated displays made by particular Dominions as such, are to be located in London; but displays by individual Colonial firms are encouraged by the Birmingham Section.

Respecting Canadian exhibits, the writer would suggest particularly to Canadian manufacturers and exporters of hollow-ware, general hardware, building materials, washing machines and appliances, domestic woodenware, industrial rubber goods and motor cars, that full advantage be taken of the Birmingham Section.

Several copies of the prospectus have been forwarded to the Department of Trade and Commerce, Ottawa, and may be obtained on application (quote file No. 27416). Other information will be supplied on application to the Manager, British Industries Fair, Chamber of Commerce Building, Birmingham.

50 PER CENT BASIS FOR GRANTING TARIFF PREFERENCE ANNOUNCED IN NEW ZEALAND

Mr. C. M. Croft, Canadian Trade Commissioner, Auckland, New Zealand, has cabled the Department of Trade and Commerce that the New Zealand Government have decided to adopt as from April 1, 1926, new preference conditions whereby the British preferential tariff will be applied to imported goods on the basis of 50 per cent of British material and/or labour. This has reference to the proportion of British value required in goods which may be manufactured or produced in part from material originating in a country not entitled to tariff preference. The proportion of British origin at present required in this connection is 25 per cent. As Canadian goods are accorded the British preferential tariff in New Zealand, they will be affected by the change.

An increase to 75 per cent in the required proportion of British value was proposed a little over a year ago. April 1, 1925, was then announced as the date for bringing the new conditions into operation. The enforcement of this change, however, was postponed in order that the matter might be given further consideration, with the result that the 50 per cent basis has now been decided upon. (See *Commercial Intelligence Journal* No. 1117, June 27, 1925, page 628, for last-published notice on this subject.)

BELGIUM GIVES GERMANY MOST-FAVoured-NATION TREATMENT

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, November 4, 1925.—The Provisional Commercial Agreement concluded between Germany and the Economic Union of Belgium and Luxemburg went into force on October 1, 1925, and abolishes, from that date, the special tariff instituted against Germany by Belgium on October 24, 1924. Germany now receives the most favoured nation treatment on all goods with the exception of nineteen tariff items, or parts of tariff items, on which the application of the minimum tariff is to be deferred for one year from October 1, 1925, and eleven tariff items on which the application of the minimum tariff is to be deferred for six months. In some cases special interim rates are instituted on these goods. Lists showing these two groups of exceptions are on file at the Department of Trade and Commerce, Ottawa.

This accord contains sixteen articles and four annexes, is very far-reaching, and will largely restore the normal pre-war commercial situation between Belgium and Germany. The treaty deals with reciprocal treatment in regard to the free movement of nationals, establishment of offices, purchase of property, etc., taxation, interior duties, exchange of products, prohibitions, transit facilities,

commercial travellers' privileges, recognition of legal existence of firms in both countries, freight and passenger rates, treatment of ships, emigration agencies, river tolls, privileges of consuls, frontier traffic. Article 4, which grants most-favoured-nation treatment to Germany, with the above-mentioned exceptions, is, however, the only one of direct interest to Canada. The granting of most-favoured-nation treatment to Germany does not affect directly many articles at present imported from Canada as on raw materials and food products, which constitute the bulk of our exports to Belgium, generally speaking Germany was, prior to October 1, on the same basis as Canada. Amongst manufactured goods exported or exportable from Canada to Belgium, the following Canadian products are affected, through German competition, by the new minimum rates granted to Germany:—

	Minimum Tariff applicable to Canada Fr. per 100 Kg.	Rate on German Goods prior to Oct. 1, 1925, now reduced to Minimum Tariff Fr. per 100 Kg.
Cream separators, per 100 kilos.	125	200
There is no change in the situation as regards binders, harvesters and mowers.		
Motor Cars:		
(a) Frames (chassis) with or without engine, with or without body work, weighing each 4,000 kilos. and more.	240	480
(1) Passenger cars	640	1280
(2) Others . . . . .	..	..
Less than 2,000 kilos	336	720
(1) Chassis complete without body weighing 1,000 kilos and less..	576	1120
(2) Chassis complete with body weighing 1,300 kilos and less..	576	1120
(3) Others	640	1280
(b) Bodywork:		
(1) for motor cars destined for carrying goods	48	96
(2) for motor cars destined for carrying purposes	640	1280
(c) Bearer frames of stamped sheet steel	200	400
(d) Rims of iron or steel:		
(1) in straight bars	36	72
(2) frames for solid tires of motor lorries	60	120
(3) Others	60	120
(e) Detached parts and pieces of motor vehicles, n.o.p.:		
(1) finished—		
(a) wheels weighing 25 kilos and more	400	1280
(b) radiators weighing 50 kilos and more	400	1280
(2) not finished	12%	24%
Automobile accessories	15%	30%
Rubber tires for vehicle wheels:		
(a) Solid tires	240	480
(b) Pneumatic tires:		
(1) Outer covers for automobiles and motor cycles—		
(a) with tread of leather studded with iron	375	900
(b) Other	350	840
(2) Outer covers for other vehicles	300	720
(3) Inner tubes for motor cars, motor cycles and other vehicles . .	500	800
Rubber gloves, fingers, etc.	900	1350
Footwear of fabrics with soles of rubber, per pair	3	6
Acetate of lime	Free	(5% ad val.)
Papers and cardboard n.o.p. containing mechanical wood pulp, wider than 13 cm. and weighing 200 grammes and more the square metre (Beaver-board)	18	27
Forks and rakes	50	60
Hand saws and mounted saws	87.50	150
Lawn mowers	75	90
Wrapping papers, n.o.p. in sheets or rolls, weighing 40 to 300 grammes exclusively by sq. metre		
(b) not grease proof (kraft paper)	15	30
Papers and cartons n.o.p. containing mechanical pulp in rolls not less than 13cm. wide weighing by sq. metre less than 40 gr. (Kraft paper) . .	24	36

Goods of interest to Canada on which a new rate for one year is instituted and which will then be reduced to the minimum tariff.

	Min. Tariff Canada	New Rate 1 year	Old Rate prior Oct. 1
Electric and electro-technical apparatus, separate parts or pieces of dynamo electric machines and for the application of electricity in all forms n.o.p., containing windings of metal wire weighing by piece less than 22 pounds	420	630	945
Bell-shaped insulators weighing each:			
100 grammes or more	36	54	72
Less than 100 grammes	60	90	120

TRADE OF ECUADOR

Ecuador, one of the smaller of the South American republics, is a part of that continent which has been almost entirely overlooked by Canadian manufacturers and exporters. Almost bisected by the equator, it is bounded on the west by the Pacific Ocean, on the north and northeast by Colombia, and on the south and southeast by Peru. It exceeds only Paraguay and Uruguay in size, its total area being 276,000 square miles. Two great chains of the Andes mountains, with an elevated plateau lying between them, cross the republic and occupy the greater part of its area. Between the mountains and the Pacific Ocean is the cis-Andine and most fertile part of the country, while the trans-Andine area is part of the great Amazon valley.

The population is about 2,000,000, most of whom are illiterate and descendants of the original Spanish settlers, aboriginal Indians, and Mestizos. The foreign population is comparatively small, being estimated at about 10,000, the majority of whom are natives of the neighbouring republics.

Over 99 per cent of the foreign trade of the country passes through the port of Guayaquil, which is connected by railroad with the inland capital, Quito. The language of the country is Spanish.

IMPORTS

Since the end of the war the United States has supplied the great bulk of the goods imported into Ecuador, with the United Kingdom second and Germany, latterly, occupying third place.

The figures illustrating this, together with those for Canada, for the years 1919 to 1923 inclusive are as follows:—

	1919	1920	1921	1922	1923
United States	\$8,171,006	\$13,355,845	\$4,341,469	\$7,475,042	\$7,102,960
United Kingdom	1,591,756	4,906,582	3,330,845	4,637,837	4,397,451
Germany	868	545,612	931,887	1,207,552	2,648,102
Canada	53,102	40,513	34,390	32,914	33,639

It will be seen that Canada's share of the trade of the republic has been consistently small, although in 1924 it had risen to \$56,039. By main classes of commodities this sum is classified as follows: agricultural and vegetable products, \$1,119; animal and animal products, \$15,080; fibres, textiles and textile products, \$2,409; wood, wood products and paper, \$1,489; iron and its products, \$24,676; non-ferrous metals and their products, \$4,107; non-metallic minerals and their products, \$160; chemicals and allied products, \$6,327; miscellaneous commodities, \$592.

Among the main items in the major classification of total imports for the post-war period, textiles were valued at nearly \$5,000,000, alimentary substances at over \$2,000,000, and hardware and machinery each slightly below this sum.

Other articles which enter the market in important quantities and with which Canada should be able to compete, together with the value of the imports in 1923, in thousands of dollars, are as follows: boots, shoes, and findings, 340; candles, 108; cement, earth, and stones, 264; cordage, 448; flags and medicines,

787; hats, 88; lumber, rough and finished, 137; mining products, 690; oils in general, 230; paints and varnishes, 313; paper in general, 589; rubber, manufactures of, 95; vehicles, 705; wines and liquors, 221.

EXPORTS

The total exports for the period from 1919 to 1923 inclusive are as follows: 1919, \$21,005,191; 1920, \$24,247,478; 1921, \$16,508,885; 1922, \$22,407,960; 1923, \$18,655,770. Of these amounts the United States absorbed on the average approximately one-half, followed by France, the United Kingdom, and Germany in the order named. The chief commodities exported are cacao, coffee, ivory nuts, panama hats, mineral earth, rubber, and cattle hides. The exports to Canada have been negligible, amounting in 1924 to the insignificant sum of \$247.

COMMUNICATIONS WITH CANADA

There is no direct steamship connection between Canada and Ecuador. There are, however, frequent services from New York to Guayaquil for both passengers and freight. In addition, many lines have services from New York to Cristobel and Panama, where there are good warehousing facilities, and where goods may be transhipped to the various small steamers which ply along the west coast of South America.

From the Pacific coast of North America service is less frequent and more irregular.

GENERAL

In common with most South American states, Ecuador has a single tariff schedule which is applicable to imports coming from all foreign countries.

As the Department of Trade and Commerce has no representatives in Ecuador or on the West Coast of South America, any questions regarding the furtherance of Canadian trade with that country should be addressed to the British consular officers in Quito or Guayaquil.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1636. CHEESE.—Argentine importer wishes to buy cheese from Canada. Full information, samples, and c.i.f. prices should be sent to the Canadian Trade Commissioner at Buenos Aires.

1637. CHEESE.—A Newcastle provision importer wishes to establish direct buying connections with Canadian shippers.

1638. EGGS.—A Newcastle provision importer wishes to establish direct buying connections with Canadian shippers.

1639. CANNED SALMON.—Chilean manufacturers' agent wishes to receive samples and c.i.f. prices of Canadian canned salmon with a view to securing representation.

1640. OYSTERS.—A Liverpool firm wish to get in touch with Canadian exporters of oysters.

1641. LARD.—A Newcastle importer selling to wholesale trade and large multiple shops in the North of England wishes direct buying connections with Canadian shippers.

Miscellaneous

1642. **ALFALFA MEAL.**—A Liverpool importer desires to get in touch with Canadian shippers. Sample of meal suitable for this market has been forwarded to Ottawa for the inspection of interested firms. Canadian samples and quotations per long ton c.i.f. Liverpool necessary.

1643. **FISH MEAL.**—An importing firm in Hamburg wish to receive quotations from Canadian exporters of fish meal, particularly cod, herring, and pilchard meal.

1644. **PIECE GOODS.**—A firm of manufacturers' agents in London, claiming an old-established connection, are desirous of securing the agency of a Canadian manufacturer of piece goods in silk, artificial silk, silk-cotton, silk-woollen.

1645. **LIGHT CHEMICALS.**—Argentine importer wishes to purchase light chemicals and pharmaceutical products. Catalogues, c.i.f. prices, and full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1646. **MEDICAL SUPPLIES AND SURGICAL INSTRUMENTS.**—A Birmingham firm desire to hear from a Canadian manufacturer of surgical instruments and medical supplies of all types with a view to United Kingdom representation and purchase.

1647. **LEATHER.**—An importer in Guadalajara, Mexico, desires to secure quotations for patent leathers and glaze kids for shoe manufacture. Correspondence in English. References exchanged. The firm is of British nationality and offers prospects of substantial business.

1648. **BOOTS AND SHOES.**—A firm in Kilkenny, Irish Free State, wish to purchase boots and shoes of leather, rubber and canvas on own account.

1649. **CLOTHING.**—A firm in Kilkenny, Irish Free State, wish to purchase ready-made clothing on own account.

1650. **KITCHEN WARE.**—A firm in Kilkenny, Irish Free State, wish to purchase on own account.

1651. **TEXTILES.**—A firm in Kilkenny, Irish Free State, wish to purchase on own account.

1652. **SHOE TINGLES.**—A Birmingham firm desire quotations for full range of shoe tangles (tacks), preferably c.i.f. United Kingdom ports in sterling. Samples should accompany quotations.

1653. **BOOTMAKERS' SUPPLIES.**—Argentine importer wishes to purchase bootmakers' supplies. Catalogues, c.i.f. prices, and full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1654. **PAPER AND TWINE.**—A Dublin firm wish to purchase on own account.

1655. **PRINTING INKS.**—A Dublin firm wish to purchase on own account.

1656. **HANDLES.**—A Birmingham wholesale house representing English shovel manufacturers desire to represent Canadian manufacturers of shovel handles of all types.

1657. **HARDWARE, ETC.**—A Cork firm wish to purchase the following on own account: hardware, handles (every description), whisks, brooms, washboards, churns, wire, wire nails, bar iron, etc.

1658. **BOX SHOOKS.**—Argentine manufacturers' agent wishes to represent manufacturers of box shooks. Full information, including c.i.f. prices, should be sent to the Canadian Trade Commissioner at Buenos Aires.

1659. **LUMBER.**—A Glasgow firm of timber brokers are open to consider an agency for Douglas fir and clear spruce from British Columbia.

1160. **GLASSWARE.**—Argentine importer wishes to purchase fine glassware. Catalogues, c.i.f. prices and full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1661. **WIRE NAILS.**—Argentine importer wishes to obtain 1½-inch by 13 and 1½-inch by 14 cement-coated wire nails suitable for use in box-nailing machines. Full particulars, including net c.i.f. prices and samples, should be sent to the Canadian Trade Commissioner at Buenos Aires.

1662. **JAPANNED WIRE GAUZE.**—Birmingham wholesale house desire quotations for japanned wire gauze, c.i.f. Liverpool, in sterling, as per sample forwarded to Ottawa, in quantities of 10,000, 20,000, and 30,000 yards.

1663. **OLD METALS.**—An agent in Hamburg wishes to get in touch with Canadian exporters of old metals, particularly non-ferrous.

1664. **WHITE METAL.**—Argentine importer wishes to obtain white metal. C.i.f. prices should be sent to the Canadian Trade Commissioner at Buenos Aires.

1665. **RUBBER BULBS FOR MOTOR CARS.**—A Bangkok firm wish to hear from Canadian manufacturers of the above in the following diameters: bulb, 100 mm.; pipe, 25 mm.; hole, 18 mm.; as per sample at Department of Trade and Commerce, Ottawa.

1666. **SPADES AND SHOVELS.**—Argentine manufacturers' agent wishes to represent manufacturer of spades and shovels. Full information, including c.i.f. prices, should be sent to the Canadian Trade Commissioner at Buenos Aires.

1667. **STEEL WHEELBARROWS.**—Argentine manufacturers' agent wishes to represent manufacturers of tubular steel wheelbarrows. Full particulars, catalogues, and c.i.f. prices should be sent to the Canadian Trade Commissioner at Buenos Aires.

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 30, 1925. Those for the week ending November 23, 1925, are also given for the sake of comparison.

		Week Ending November 23, 1925		Week Ending November 30, 1925	
	Parity	1925	1925	1925	1925
Britain	1.00	\$4.86	\$4.8412	\$4.8400	
Czecho-Slovakia Crown	1.	.203	.02965	.0296	
France	1.	.193	.0389	.0401	
Italy	1.	.193	.0406	.0404	
Holland	1.	.402	.4021	.4020	
Belgium	1.	.193	.0452	.0453	
Spain	1.	.193	.1424	.1419	
Portugal	1.	1.08	.0520	.0520	
Switzerland	1.	.193	.1928	.1928	
Germany	1.	.238	.2381	.2381	
Greece	1.	.193	.0139	.0137	
Norway	1.	.268	.2036	.2037	
Sweden	1.	.268	.2677	.2677	
Denmark	1.	.268	.2489	.2488	
Japan	1.	.498	.4262	.4300	
India	1.	2s.	.3675	.3675	
United States	1.	\$1.00	1.00	1.0000	
Mexico	1.	.498	.4875	.4880	
Argentina	1.	.424	.4162	.4150	
Brazil	1.	.324	.1431	.1400	
Roumania	1.	.193	.....	.....
Jamaica	1.	4.86	4.8625	4.8650	
British Guiana	1.	1.			
Barbados	1.	1.			
Trinidad	1.	1.			
Dominica	1.	1.			
St. Kitts	1.	1.			
Grenada	1.	1.			
St. Vincent	1.	1.			
Tobago	1.	1.			
Shanghai, China Tael	1.	.708	.7800	.7725	
Batavia, Java Guilder	1.	.402	.4050	.4150	
Peru	1.	4.86½	3.9800	3.9600	
Singapore, Straits Settlements .. \$	1.	.567	.5700	.5850	

(The sailing dates are approximate and subject to change without notice)

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Cunard Line, Dec. 14.
To CARDIFF AND SWANSEA.—Canadian Victor, Dec. 18; Canadian Leader, Jan. 2—both C.G.M.M.
To HULL.—Wheatmore, Dec. 14; Comino, Dec. 27—both Furness, Withy.
To LIVERPOOL.—Rexmore, Furness, Withy, Dec. 23.
To MANCHESTER.—Manchester Corporation, Dec. 14; Manchester Importer, Dec. 20; Manchester Brigade, Dec. 27—all Furness, Withy.
To LONDON.—Wheatmore, Dec. 14; Comino, Dec. 27—both Furness, Withy.
To GLASGOW.—Ascania, Anchor-Donaldson, Dec. 14.
To LONDONDERRY.—Ascania, Anchor-Donaldson, Dec. 14.
To ST. JOHN'S, Nfld.—Hethpool, Farquhar, SS., Dec. 19.
To PORT AUX BASQUES, CORNER BROOK, CURLING, ETC.—Sable I., Farquhar SS., Dec. 10.
To BURIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS, Dec. 8 and 22.
To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Dec. 18; Chaleur, Jan. 1—both R.M.S.P. Co.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Dec. 26.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Carrier, Dec. 11; Canadian Runner, Dec. 24; Canadian Volunteer, Jan. 8—all C.G.M.M.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Dec. 30.

To SANTIAGO, KINGSTON AND MONTEGO.—Andalusia, Pickford & Black, Dec. 16.

To AUSTRALIAN PORTS.—Canadian Prospector, C.G.M.M., Dec. 31.

To NEW ZEALAND PORTS.—Canadian Traveller, C.G.M.M., Dec. 24.

From St. John

To LONDON.—Brecon, Dec. 19; Batsford, Jan. 2—both Canadian Pacific; Canadian Raider, Dec. 9; Canadian Rancher, Dec. 23; Canadian Aviator, Jan. 6—all C.G.M.M.; Verentia, Dec. 16; Vellavia, Jan. 6—both Cunard Line.

To CARDIFF AND SWANSEA.—Canadian Victor, Dec. 16; Canadian Leader, Dec. 21—both C.G.M.M.

To LIVERPOOL.—Metagama, Dec. 11; Montclare, Dec. 16; Montnairn, Dec. 23; Montrose, Jan. 1; Metagama, Jan. 8—all Canadian Pacific.

To SOUTHAMPTON.—Melita, Canadian Pacific, Dec. 10.

To AVONMOUTH.—Parthenia, Anchor-Donaldson, Dec. 24.

To MANCHESTER.—Manchester Corporation, Dec. 12; Manchester Brigade, Dec. 26—both Manchester Liners.

To GLASGOW.—Gracia, Dec. 8; Carmia, Dec. 15; Moveria, Dec. 29—all Anchor-Donaldson; Brandon, Dec. 22; Bolingbroke, Jan. 5—both Canadian Pacific.

To BELFAST AND DUBLIN.—Lord Downshire, Head Line, Dec. 20.

To ANTWERP.—Melita, Canadian Pacific, Dec. 10; Canadian Raider, Dec. 9; Canadian Rancher, Dec. 23; Canadian Aviator, Jan. 6—all C.G.M.M.

To HAMBURG.—Laval County, Dec. 12; Hastings County, Dec. 29—both Intercontinental Transports; Bawtry, Dec. 19; Batsford, Jan. 2—both Canadian Pacific.

To HAVRE.—Hada, Dec. 19; Brant County, Jan. 8—both Intercontinental Transports.

To ROTTERDAM.—Hada, Dec. 19; Porsanger, Jan. 9—both Intercontinental Transports.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Dec. 27.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Tredinnick, New Zealand SS., Dec. 16.

To ITALIAN PORTS.—Valflorida, Lloyd Mediterraneo Italian Service, Dec. 21.

To SOUTH AFRICAN PORTS.—New Georgia, Elder Dempster Line, Dec. 15.

To HAVANA (CUBA).—Emperor of Frederickton, Dec. 9; Emperor of Montreal, Dec. 16—both Robert Reford Co. Ltd.; a steamer, Dec. 10; a steamer, Dec. 20—both H. E. Kane & Co.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn, Canadian Pacific, Dec. 24.

To SOUTH AMERICAN PORTS.—A steamer, Houston Line, Dec. 27.

To KARACHI, BOMBAY, COLOMBO, MADRAS AND CALCUTTA.—Jalapa, American-India Line, Dec. 12.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Philoctetes, Dec. 17; Tyndareus, Jan. 7—both Blue Funnel.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Dec. 12; Empress of Australia, Dec. 26—both Canadian Pacific.

To YOKOHAMA, KOBE, MOJI, DAIREN AND SHANGHAI.—Africa Maru, Dec. 16; Arizona Maru, Dec. 28—both Osaka Shosen Kaisha.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Dec. 16.

To AUSTRALIAN AND NEW ZEALAND PORTS.—West Calera, Pacific-Australasian Line, Dec. 30.

To GLASGOW.—Moerdyk, North Pacific Coast Line, late December.

To BORDEAUX, HAVRE AND ANTWERP.—Arizona, Cie. Gle. Transatlantique (French Line), Dec. 15.

To HAMBURG AND ANTWERP.—Montgomeryshire, early December; Moerdyk, late December—both North Pacific Coast Line.

To ROTTERDAM.—Noorderdyk, early December; Loch Katrine, late December; Dinteldyk, early January—all North Pacific Coast Line.

To HAVRE.—Montgomeryshire, North Pacific Coast Line, early December.

To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Fella, Navigazione Libera Triestina, Dec.-Jan.

To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—West Jappa, early December; West Camargo, early January—both Pacific-Argentine-Brazil Line.

To LONDON AND LIVERPOOL.—Loch Katrine, late December; Dinteldyk, early January—both North Pacific Coast Line.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

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Patent Act. Statistics Act. Trade Mark and Design Act.
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MISCELLANEOUS

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Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
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Imperial Fruit Show (1923).
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NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

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PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

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Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
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Commercial Intelligence Journal

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Acting Minister: Hon. J. A. Robb, M.P.

Deputy Minister: F. C. T. O'Hara

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TRADE REVIEW OF THE PORT OF BRISTOL

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 16, 1925.—The annual report of the Port of Bristol for the year ending April 30, 1925—comprising operations at Bristol, Avonmouth, and Portishead—is now available. The docks represent a capital expenditure of over \$37,000,000. For the fourth successive year the register tonnage (3,369,044 tons) of vessels entering is the largest recorded. Canadian bottoms represent 12 per cent of the foreign and colonial total.

An interesting commentary on conditions at these United Kingdom ports may be made from the fact that this percentage of ships from British possessions in 1914 represented 14.9 per cent compared with 15.3 per cent in 1925; whereas the percentage of *British*-owned shipping declined from 72 per cent in 1914 to 60.1 per cent for the current year.

INCREASED IMPORT TRADE; DECREASED EXPORTS

The chief factor of importance in the trade of the port is that of increased imports, which for the past fiscal year total 3,070,045 tons, compared with 2,826,633 tons for 1924 and 2,654,649 tons in 1923. In sharp contrast with imports is the decline in the already small export trade. Tonnage during 1925 totalled only 567,692 tons, compared with 602,655 tons in 1924 and 643,372 tons in 1923. Thus it will be seen that exports represent only 18.9 per cent of the total trade, and that Bristol is essentially a distributive centre for imports, chiefly grain and produce.

The relative percentages of the port of Bristol's imports for the year are as follows (coastwise figures are of course eliminated): grain, 43.2; mineral oils, 17.1; wood goods, 7.2; fruit, 4.8; oil seeds, 3.5; flour and meal, 3.4; sugar, 2.6; paper, 1.9; provisions, 1.4; iron, etc., 1.2; ores, 1; tobacco, 0.9; other goods, 11.8.

CANADA'S STRONG EXPORT POSITION

Canada occupies a strong position in the trade of the West of England. Direct imports are essentially made through Avonmouth, Bristol, and Portishead, but the following statistics are not to be taken as final since certain quantities of foreign and colonial goods come by rail from other ports, notably London:—

		Imports from all sources	Imports from Canadian ports	Percentage Canadian
Grain	Tons	998,725	313,288	31.2
Flour and meal	"	73,820	16,043	21.7
Bacon	"	7,908	4,847	61.3
Butter	"	2,322	1,484	64.0
Cheese	"	7,289	5,706	78.3
Sugar	"	56,353	1,000	1.8
Wood goods	Loads	154,085	12,887	8.3

HEALTHY INCREASE IN CANADIAN WHEAT IMPORTS

Canada for the second year is the foremost wheat shipper to the port. Vancouver is becoming of such importance in this trade that figures from the Canadian Pacific coast are now shown separately. The United States were formerly the chief shippers, and considerable quantities of Canadian wheat consigned from ports in that country were entered as of American origin.

In 1914, 158,000 tons were shipped to Avonmouth from the United States, and this year the total has fallen to 66,000 tons. On the other hand, Canadian shipments from Vancouver alone were 45,000 tons: three years ago the figures were negligible. Total wheat shipments from Canada during the year ending April 30, 1925, to Avonmouth, were 203,211 tons, which is 46 per cent of the total trade.

Canadian wheat is the largest individual factor in the trade of the port, and assumes a leading place whenever the trade of the port is discussed. Wheat imports by countries of origin for the years stated are as follows:—

Country	1914 Tons	1924 Tons	1925 Tons
Canada:			
Atlantic ports	153,198	165,553	168,434
Pacific ports .. . . .	....	29,201	44,777
United States:			
Atlantic ports	148,775	100,995	65,091
Pacific ports	10,140	2,798	928
South America	24,436	92,271	80,204
India and Persian Gulf	30,352	39,588	54,616
Southern Europe	28,900	8,749	....
Australasia	21,330	12,926	23,117
Northern Europe	4,687	....	1,004
Total	421,818	452,081	438,171

CANADIAN BARLEY IMPORTS IN PREMIER POSITION

Southern Europe, India, and the Persian Gulf have fallen off in their exports of barley to the West of England during the past fiscal year. The United States figures are conspicuous by increases in shipments from Atlantic ports and decreases from Pacific ports. Canada is in first position, and is notable for the

steadiness of the trade. Comparisons for the years stated by principal countries of shipments are as follows, in tons:—

Country	Tons	Tons	Tons
Canada:	1914	1924	1925
Atlantic ports	66,448	65,595	65,295
Pacific ports .. . . .	....	....	5,120
Southern Europe	95,341	57,595	3,299
India and Persian Gulf	13,552	88,368	57,529
United States:			
Atlantic ports	28,514	13,765	34,459
Pacific ports	12,172	20,283	15,536
Northern Africa	2,040	6,986	15,594
Total	227,665	261,464	206,144

Of the sources not shown in the above table Asiatic ports in the Mediterranean accounted for 10,000 tons approximately in 1914, but the trade is inconspicuous now. On the other hand, South America is now shipping in increasing quantities, although the tonnage is small.

MAIZE

South America is responsible for practically all the maize imported into the West of England last year—216,159 out of the total of 219,604 tons.

OATS

Canada shipped 75 per cent of all oats imported into the West of England last year; but the trade is not a growing one and is considerably less than before the war. Vancouver is becoming a steady, though small, port of shipment. Canadian shipments were 27,000 tons out of a total import of 35,656 tons.

TOTAL GRAIN TRADE

Avonmouth for the first time in its commercial history has attained the million-ton mark for grain imports of all kinds, including all seed imports. Over 25 per cent of the tonnage is direct from Canadian seaboard and the port of Vancouver is beginning to play an increasingly important role in this respect. Montreal is of course the chief grain port in so far as Avonmouth is concerned.

OTHER IMPORTS

Prior to the opening of a regular service to South Wales ports by the Canadian Government Merchant Marine, much produce for that area was distributed from Bristol. Thus total figures for imports of Canadian butter, cheese, and bacon imported into Bristol have been less in recent years, but Canadian percentages of total imports in these commodities are still high. As previously reported, Canadian sugar is again coming on to the West of England market, and since April the shipments have been quite substantial.

The situation in the Bristol district as regards Canadian bacon is far from satisfactory, but South Wales is doing decidedly better. A strong and active campaign will be necessary to bring about a revival in the sale of Canadian bacon in order to overcome the big advantage which Danish and English supplies enjoy on this market.

LABOUR CONDITIONS UNSATISFACTORY

The general manager of the port states that no material improvement can be recorded as affecting the unsatisfactory conditions in regards to labour. The Canadian public are familiar with the numerous dock labour troubles which occur in the United Kingdom, and the port of Bristol is no exception to the general situation.

BANANA TRAFFIC HEAVY

Bristol handles about one-half the entire imports of bananas into the United Kingdom, and the trade has grown to enormous proportions. No less than four and a half million bunches were unloaded during the last year, and this will be further increased in the future as one hundred vessels are expected to arrive with banana cargo during the next year.

OIL IMPORTS

This important trade is rapidly approaching the half-million-ton mark, and the explanation is that one of the large importing companies in the United Kingdom works in conjunction with a company having an extensive distillery in South Wales, from which their oil is distributed to the installations at the respective ports as required.

EXPORTS

Coastwise and foreign exports together only amounted to some 560,000 odd tons during the year, and consisted mostly, in so far as Canadian trade is concerned, of salteake, clay, and iron products.

PULP AND PAPER IMPORTS INTO THE UNITED KINGDOM

Paper.—Imports of paper of all kinds into the United Kingdom for the ten-month period ending October 31, 1925, show a slight increase over the corresponding period of 1924, according to a report furnished by Mr. Harrison Watson, Canadian Trade Commissioner in London, under date of November 23, 1925, the figures for 1925 being £12,241,669 as compared with £11,816,306 for the corresponding period in 1924. Imports of packing and wrapping papers (including tissues) amounted to £4,371,449 for the 1925 period as compared with £4,154,538 for the previous period. Sweden was the largest supplier, having shipped £1,576,763, followed by Germany and Norway with £897,461 and £870,483 respectively. Canada's share was £110,968.

Newsprint and writing paper (in large sheets) was imported during the 1925 period to the extent of £3,310,558, Newfoundland being the principal supplier accounting for £935,571, followed by Norway, Sweden and Finland with £636,324, £508,224 and £503,404 respectively. Canada showed a substantial increase, having supplied £228,845 for the 1925 period as compared with £95,524 for the previous period. Coated papers amounted to £401,064, being supplied chiefly by Germany, Belgium and France.

Wood Pulp.—Imports of wood pulp of all kinds for the ten-month period ending October 31, 1925, amounted to £7,316,897 as against £7,829,349 for the corresponding period in 1924. Chemical pulp, bleached and unbleached, accounted for the bulk of the imports amounting to £4,803,553 for 1925, being a slight decrease over the previous period. This item was supplied almost entirely by Sweden, Norway and Finland, Sweden securing almost 50 per cent of the total, the balance being divided almost equally between Norway and Finland.

Imports of mechanical pulp amounted to £2,473,347 for 1925, as against £2,760,068 for the corresponding period in 1924, over half of which was supplied by Norway. Sweden supplied £523,786, and Canada, the third largest supplier, £298,643. Shipments from Norway showed a substantial increase in all grades of pulp at the expense of Sweden and Finland.

CANADIAN CANNED GOODS ON THE SCOTTISH MARKET

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, November 20, 1925.—A report was published in *Commercial Intelligence Journal* No. 1137 (November 14, 1925) entitled "Canadian Food Products in Great Britain," in which an attempt was made to show that the time is peculiarly opportune for Canadian firms to give sustained and effective aid to the campaign that is at present being conducted in this country to persuade the public to buy Empire food products. It was shown that, however much the voluntary organizations in Great Britain could do in their present campaign to encourage the use of Canadian and other Empire foods, and whatever effect might be the outcome of the expenditure on the part of the British Government itself of £650,000 per annum with the same purpose in view, in the last resort these goods would stand or fall by their quality, their appearance, their methods of delivery, and their price. Everything possible is being done at this end to induce business, and it is up to the producers, the packers, and the shippers to do everything in their power to take advantage of the smooth path that is being prepared for them.

The writer has long felt that the Dominion was not getting the business that is possible in this market in canned fruits and vegetables, and has accordingly taken pains to find out in detail what experts in the marketing of these products in Scotland recommend in order to place Canadian firms in a position of advantage. United States, particularly Californian, packers are doing the bulk of the trade in Scotland in canned fruits, and Argentine packers in canned meats.

APPLES AND PEARS

Gallon Apples.—Many years ago Canadian fruits, especially gallon apples, had a large sale in Scotland, but when United States firms introduced the solid pack, thus reducing freight charges in comparison with the thinner Canadian pack, they easily captured the trade. At the moment the difference between the Canadian solid pack and the Californian is a matter of price, and it is difficult to understand why Canadian packers with better freight advantages are unable to meet this competition. It has been stated that Canadian packers have to pay a higher price for their raw apples than is the case on the other side of the line, and in addition many buyers in Scotland consider the Californian apples to be more suitable for baking purposes, but as price is after all the main factor, the latter argument may be considered as secondary. If a Canadian packer would for one year undertake to send 50,000 cases (each six tins) and undercut the Californian by one shilling per dozen tins or 6d. per case, it would only involve an outlay of £1,250, or say \$6,000, and the pack would command the market. This would be a cheaper and more effective method of establishing Canadian apples on the Scottish market than by a press campaign or expensive posters. Gallon apples being a product principally for the bakery trade, advertising—unless perhaps in a bakery trade journal—would be useless. Price coupled with the right quality is the best selling factor.

2½'s Solid Pack Apples.—There is a good prospect for solid pack apples in 2½'s. If a large packer would consider spending money on advertising, no doubt results would soon justify the expenditure. This line, to be retailed at 9½d. to 11½d. per tin, must become popular, as fresh apples at certain periods cost from 7d. to 10d. per pound, which for quality, economy, and value could not stand comparison with the solid-pack canned variety. One important firm of retailers in Scotland states that their trade in this line has more than doubled during the past year, so that when the value becomes appreciated by the housewife there should be heavy sales. The policy of Canadian packers should be to get in at the beginning, and thus obtain a firm grip of the market.

Bartlett Pears 2½'s.—The consumption of these during the warmer periods is very great, and here it must be admitted that Canadian packers have still something to learn from United States firms. Attractive labelling is an important selling point, as first impressions, created generally by the outward appearance, have often a lasting effect upon the household consumer. An expert in the trade states that he knows of many brands of canned goods bearing attractive labels having contents which cannot stand comparison for quality with similar cheaper products, but the label is so good that the article proves a great seller. The shop-keeper always likes attractive display, and it is a sound policy first of all to spend just that little more on lithographic design in order to get the desired effect, which in the end means larger sales.

The expert above referred to, who knows most of the important buyers in Scotland, further states: "Opinion here is that Canadian canned pears are too hard, although I have seen Canadian Bartletts which I consider very good indeed, but on the whole it must be admitted the uniformity of the Californian packs is at present ahead of Canadian. The resources of Canadian packers, especially in Ontario and British Columbia, where the fruit is known for its excellence, can do something to meet the Californian on this market."

SWEET CORN

Sweet corn has not a large sale in Scotland, but is showing signs of increase, and it is pleasing to note that a Canadian firm seems to have a good share of the trade. This product, however, is a development of green corn—"corn on the cob"—which is not an article of food in this country. In few households is it realized that the best varieties are excellent food. Canned corn therefore is not familiar either, and the housewife is not familiar with the preparation of this valuable food. It would doubtless help to encourage consumption if packers would state on their labels how it should be prepared for the table.

PEAS

At the present time peas in tins containing a small amount of copper sulphate have the bulk of the trade, but when the new Government regulations prohibiting the use of this chemical become effective for selling purposes on January 1, 1927, Canadian peas should find a ready market. Those at present available are packed in No. 2 cans, and it might be an advantage if consignors would arrange to supply in No. 1 cans, and also a still smaller size. Peas are chiefly used as a vegetable with potatoes and meat, and for many households the No. 2 can is too large. Italian, French, and Belgian packers put up their commodity in plain pint tins with brass labels (brass foil), the cases containing 100 pint and 50 quart tins respectively. It might be advisable for Canadian packers to adopt this method for their export trade. It is admitted, however, that there are advantages in packing in 2-dozen cases, but this extra packing no doubt affects costs, and may be the means of putting the Canadian product out of competition. Moreover, buyers are not familiar with the Canadian system of grading or description. Belgian peas are very cheap, and the packers of that country will no doubt make a strong effort to meet the requirements of the new regulations. There are several packers of English peas, and one firm in particular, because of the excellent standard they maintain, have for many years past been able to sell all their pack within the space of a few days at prices considerably above any other competitor. In fact, this firm gets open orders before the pack is ready, and this season they could only fill a proportion of the orders placed.

PORK AND BEANS

There is a growing trade in pork and beans with tomato sauce, but while it is admitted that Canadian packs are fully equal to the American, the latter

have a much greater hold owing to better advertising and more attractive labeling. This point has already been emphasized, but it cannot be too strongly stated, as this is one of the chief causes of the success of so many United States products.

TOMATOES

There is a large trade in Italian 3's at prices from 5s. 3d. to 5s. 7½d. c.i.f. basis (\$1.26 to \$1.35). These are of excellent quality, solid pack, and of fine rich colour—hence their popularity. It is known here that Ontario-grown tomatoes make very fine tomato ketchup, but unless the Canadian canned tomatoes are equal in quality to the Italian, and in similar tins, and at competitive prices, it is difficult to see how they can get a share of the trade.

CANNED MEATS

The prospect here for Canadian meats is not too hopeful, especially with the competition from the Argentine, Australian, New Zealand, and United States packers. Sheep and ox tongues have a considerable sale. Argentina especially, with resources in respect to meat supplies the greatest in the world, seems to have a position of great advantage.

WEST OF ENGLAND AND SOUTH WALES INDUSTRIAL POSITION

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 23, 1925.—The past month has shown a general improvement in industrial conditions, and October trade reports are more favourable than for some time. An expansion of business is generally looked for in the autumn, but this year September fell very far short of expectations.

BIRMINGHAM AREA

In the Birmingham area the important iron and steel trade is fighting with its back to the wall and October returns indicate on analysis a strengthening rather than weakening in its struggle for existence. Excessive productive capacity continues to be the salient feature. Of the October increase of 25,000 tons of pig-iron, 23,000 tons have been absorbed by overseas buyers—which is a healthy sign.

The edge-tool industry centred around Wolverhampton is at present booming owing to export orders received from India, the Straits Settlements, and the Far East. It is anticipated this heavy demand will last until the New Year, despite the heavy falling off in English edge-tool sales on the South American market.

The hollow-ware trade, motors and motor cycle trades are all active, and Coventry affords a striking example of how the British motor car is steadily forging ahead under the protection of the McKenna duties. Some remarkable extensions are being made in many of the large factories. The greater production for home consumption is helping a gradually expanding export trade in regards to both car and motor cycles, the latter doing particularly well in India and the Straits Settlements. Unemployment is decreasing most satisfactorily in the Midlands, the figures showing nearly 3,000 fewer unemployed in the past fortnight.

SOUTH WALES

Reports from South Wales, which may prove over optimistic, indicate that thousands of miners now idle may be employed in the district between Longhor and Pontardulais. Excellent new seams have been discovered after twelve months' prospecting, and claims are made that the district may prove to be a second Rhondda valley. The coal will be less expensive to work than in other Welsh areas owing to the seam being relatively near the surface.

The tinplate trade, which with coal is the alpha and omega of South Wales prosperity, shows gradual recovery; and of the 19,000 men normally employed not more than from 2 per cent to 3 per cent are out of work.

South Wales will feel the effect of the closing down of the Admiralty Dockyard at Pembroke, and efforts are being made to utilize this industrial plant for ordinary commercial purposes. Schemes have been suggested all the way from sugar beet manufacture to ship breaking.

WEST OF ENGLAND

Bristol and Avonmouth docks are normal for the period of the year and the Montreal season has been good. Shipments of wheat, butter, cheese, flour, apples, and general cargo are satisfactory considering the quantity of Canadian imports which go direct to South Wales ports, and which previous to the establishment of the Canadian Government Merchant Marine Service were distributed through Avonmouth. The control of the South Wales ports by the Great Western Railway system is having a definite effect on Bristol Channel import trade, and every effort is being made by the Great Western Railway to attract trade to the ports which prove feeders to their railway system.

WEST OF ENGLAND INQUIRY FOR PEACH PULP

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 26, 1925.—Owing to certain difficulties which have been experienced in canning Canadian peaches so as to preserve the whole fruit without pulping, it has been suggested that surplus quantities, if any, might be pulped and shipped to England in 6- or 12-pound tins to supply the jam manufacturers and restaurant trade.

Until comparatively recently peaches have been regarded as a luxury on the English market. Apricot pulp is well known and liked, and it is problematical whether sales for peach pulp could be developed to any great extent without publicity and energetic work.

The Bristol office has received an inquiry for quotations and samples of Canadian peach pulp, the packing asked for being in 5- or 10-kilo. packages (about 6½ and 13 pounds). The firm interested have offices in Bristol, with branches in Liverpool and London. Quotations are to be c.i.f. Bristol in sterling, and may be forwarded to the Bristol office.

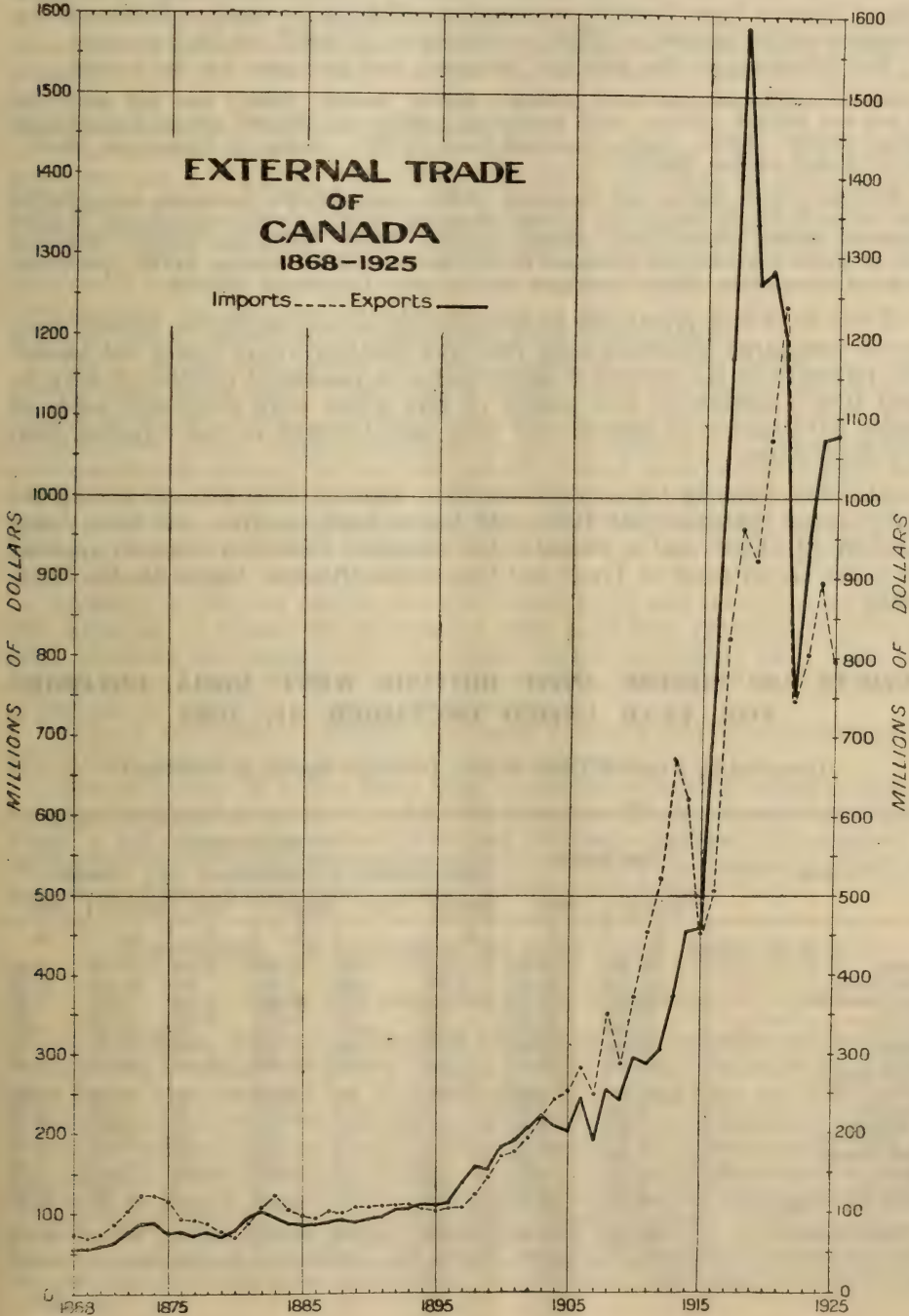
OVERSEA MARKETS FOR ITALIAN PRODUCTS

The Italian Institute for Commercial and Colonial Development has issued an interesting report regarding the possibility of increasing the country's foreign trade, states the London *Times Trade Supplement*. The lines in which expansion with Great Britain is contemplated are fruit, vegetables, and foodstuffs; with France umbrellas, canvas or jute bags, and artificial silk stockings. In Belgium the sale of Italian potatoes is of considerable importance. Turkey is thought to offer an increasing market for piecegoods, printing paper, jute bags, silk yarn, and hats.

To Canada, Italian exports are said to be increasing as the result of the propaganda of Italian emigrants to that Dominion. In the United States, however, the high tariff is proving an obstacle to the growth of Italian sales. Italy at present stands fourth among nations importing into Argentine and Brazil, and can, it is believed, improve her position by better packing and more extended banking facilities.

CANADA'S EXTERNAL TRADE, 1868-1925

The graph below shows the total value of Canada's foreign trade from Confederation to the close of the last fiscal year (March 31, 1925). The outstanding features are the steady upward trend which began in 1896 and the great impetus, particularly in exports, which was caused by the war. During the first seven months of the present fiscal year exports have continued to rise in value, while there has been a falling off in imports.



CANADIAN TRADE WITH NEW ZEALAND, JULY TO SEPTEMBER, 1925

Mr. C. M. Croft, Canadian Trade Commissioner, Auckland, has forwarded copies of statistics showing the values of the imports of Canadian commodities into New Zealand during the quarter ended September 30, 1925. The total value of imports from Canada amounted to £764,518, as against £1,099,405 for the corresponding quarter of 1924, a decrease of £334,887, or 30.5 per cent.

The following are the principal increases and decreases for the period:—

Increases.—Chocolate in fancy packages, £3,028; hosiery, £3,964; iron and steel, bar, bolt and rod, £10,803; timber, rough sawn—ash, hickory, etc., £12,560; chassis for passenger vehicles, £15,235; lorries, trucks, vans and buses, £2,732; chassis for lorries, etc., £9,477; tires for motor vehicles, £50,472.

Decreases.—Fish, potted and preserved, £6,495; oats, £72,345; hardware, n.e.i., £4,719; pipes, wrought, 6-inch and under, internal diameter, £4,101; electric cooking and heating appliances, £3,646; timber, sawn, dressed, hemlock, £4,451; newsprint, £29,457; wrapping paper in sheets not less than 20 inches by 15½ inches, £7,099; cameras, £4,716; perfumery and toilet preparations, £3,334; passenger vehicles other than buses, £258,304.

There have been practically no importations of oats during the present year, whereas very large quantities came into New Zealand from Canada last season. With reference to the decreased importations in passenger vehicles, it may be stated that a number of new models of cars which were previously made in Canada have up to the present only been manufactured in and exported from the United States.

[A table detailing the imports into New Zealand from Canada during the quarter ended September 30, 1925, with the preferences given, has been transmitted by Mr. Croft and is available for interested Canadian firms on application to the Department of Trade and Commerce, Ottawa. Quote file No. T/C-6-100.]

IMPORTS OF CHEESE INTO BRITISH WEST INDIA COLONIES FOR YEAR ENDED DECEMBER 31, 1924

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Colony	Total Imports		Imports from					
			United Kingdom		United States		Canada	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	lb.	\$	lb.	\$	lb.	\$	lb.	\$
Bermuda.....	184,384	36,524	1,334	472	15,340	3,552	167,710	32,499
British Guiana.....	212,275	50,157	1,280	430	1,034	251	152,118	34,428
British Honduras.....	104,505	27,151	467	194	83,466	21,014	5,657	1,431
Bahamas.....	77,504	20,347	140	78	73,797	19,360	2,170	453
Barbados.....	81,840	39,824	9,059	4,409	726	350	69,245	33,697
Grenada.....	17,264	4,404	75	34	56	20	17,133	4,351
Jamaica.....	326,132	85,974	7,044	1,859	186,388	49,134	129,049	34,018
Leeward Islands—								
Antigua.....	16,364	3,952	184	44	2,326	579	13,669	3,275
Dominica.....	8,235	2,336			275	78	7,960	2,258
Montserrat.....	3,983	1,859			300	78	3,683	1,781
St. Kitts-Nevis.....	29,298	7,173			111	29	29,187	7,144
Virgin Islands.....	1,626	550			345	122		
St. Lucia.....	11,124	3,051	89	34	3,914	1,246	7,121	1,771
St. Vincent.....	8,683	2,093	271	97	8	5	8,404	1,990
Trinidad and Tobago.....	214,550	56,794	10,773	4,643	18,112	5,032	156,144	37,419
Total Imports.....	1,297,767	342,189	30,716	12,294	386,198	100,772	769,250	196,515

MARKET FOR HOSIERY IN SOUTH AFRICA

Mr. G. R. Stevens, Canadian Trade Commissioner in Cape Town, in response to inquiries, writes that on a recent business trip through the Union of South Africa he found that the noteworthy success of one or two Canadian manufacturers of hosiery has aroused the interest of a large number of importers in other Canadian offerings.

There is no hosiery knit in South Africa at present, and the imports are large. The business in silk, art silk and silk mixtures is well over \$1,000,000 annually, with the trade more or less equally divided between the United Kingdom and the United States. Of late months, however, a number of Canadian firms seem to be getting solidly into it.

The demand covers a wide price and quality range. The lowest-priced goods seen are a Canadian line at \$2.90 per dozen (prices to be taken as being f.o.b. ocean ports, with approximately $7\frac{1}{2}$ per cent commission included). This Canadian number is in art silk with mock seams and mock stitching, but without elastic tops. There are one or two British lines with an art silk thread on the outside but with a cotton thread on the inside, which are very little above the Canadian line, and they have elastic tops as well. The elastic top is desired in South Africa, indeed for all better-class goods it is essential.

The Canadian firm referred to above expect to do about 30,000 dozen this year in these cheap lines. This trade is largely rural, and represents the introduction of art silk goods. These cheaper lines do not sell to any extent in the urban centres where better-class stockings are in demand. In the cities there is a considerable demand for art silk and silk thread mixtures in a range from \$4.50 to \$5.50. There is a small market for art silk and wool and mixtures and for art silk and mercerised cotton threads. These, however, are only subsidiary to the main art silk demands, which are for a very cheap number, and then for considerably better goods.

Coming to silk, the market starts at about \$7.50 and runs through to \$13. Silk stockings at around \$8 constitute a very good line, particularly with the mock stitching and mock seams, fashioned ankles and elastic tops. The purchasers prefer a good weight. As far as colours go, there is little or no market at present for anything except the flesh shades.

There is no market for Canadian worsted, cashmere and lisle-thread hosiery. The British suppliers are far below Canadian in price.

The only way in which firms may determine definitely whether there is business for them or not is to send to the Canadian Trade Commissioner, Cape Town, a full range of samples illustrating all their qualities. In addition to the quality and types manufactured, a swatch showing the shades in which the hosiery is offered should also be sent.

CONDITIONS IN BRITISH GUIANA AND THE B.W.I.

TRADE COMMISSIONER H. R. POUSSETTE

Port of Spain, Trinidad, November 14, 1925.—Since reporting on September 11, economic conditions in British Guiana and the Eastern Group of the British West Indies have changed but little, although if anything they are slightly less favourable. The low price of sugar, which recently has been quoted around 2 cents per pound c.i.f. New York, has its repercussion in these colonies. It is an unfavourable factor and undoubtedly has had a depressing effect upon business, especially in British Guiana. Unfortunately the statistical position of the commodity offers little encouragement to sugar planters in the immediate future. So far as volume is concerned, the sugar crop in Barbados as compared with the previous year has been satisfactory, the increase amounting to 13,000 tons,

and St. Lucia has increased its 1924 production of 4,085 tons by a little over 1,000 tons. Unfortunately for Trinidad, the froghopper has caused substantial damage to the growing sugar cane in some localities. The ill effects of this pest will be noticeable in the returns of the next grinding season.

Cocoa.—It is hoped that the cocoa crop, which in Trinidad will shortly be gathered, will be a generous one. If this proves to be the case and the price keeps around its present figure, trade in Trinidad should improve. Very little of last year's cocoa is held in the colony, consequently money for this commodity will not commence to circulate readily until the next crop commences to move. It is expected it will be late, and picking probably will not be general much before the end of the year.

Fruit.—An attempt is being made in Trinidad to secure definite information as to the actual state of the fruit industry, and what may be expected from it in the future. As it is at present, Trinidad is hardly capable of supplying more than its own needs, or its own and those of some of the neighbouring colonies. Hopes for a substantial trade are based upon future expansion, but judging from present indications, there is little to warrant more than moderate optimism. Trinidad can undoubtedly produce a fine quality of oranges and of grape fruit, and if they can be produced in large quantities, it might be possible to work up a substantial trade with Eastern Canada. In addition there are other fruits, such as mangoes and avocado pears, that can also be grown to great perfection, but being less known, and the taste for them being somewhat an acquired one, publicity would doubtless be necessary to bring them into popular demand. But it can be said that those who have acquired the taste become exceedingly fond of them. It is to be hoped that in the interest of the colony that an impetus will be given to the production of fruit, and that without loss of time, as oranges and grape fruit require several years between the planting of the seedling and even early bearing.

Bananas.—Hopes are held in St. Lucia and Grenada for the establishment of a banana trade. Whether this will be realized or not remains to be seen. A trial shipment of bananas was made recently from Grenada and St. Lucia to New York, but unfortunately part of it arrived in poor condition. The reason given for this was that in order not to discourage peasant planters, a strict selection was not made. This reason is unconvincing, as it would seem for obvious reasons to be more necessary to create a favourable impression upon the buyers in the United States than upon the growers. Bananas are grown in Trinidad and before the war were shipped in considerable quantities to the United Kingdom, but Panama disease making its appearance, the trade was abandoned. Panama disease is the enemy of the gros michel banana, which is the one familiar to Canadians. No means of successfully fighting it has yet been found, and it is said that the fungus which attacks the plants will remain in the soil indefinitely.

So far as Trinidad is concerned, it cannot be said that the production of fruit is as yet a live issue.

TRADE OF THE IRISH FREE STATE, JANUARY TO AUGUST, 1925

ACTING TRADE COMMISSIONER A. F. McEACHERN

Dublin, November 10, 1925.—The total trade of the Irish Free State during the eight months January-August, 1925, showed a decrease of £8,947,631 as compared with the valuation for the same period last year. In the period under review imports registered a decline of £3,719,484, while exports showed a decrease of £5,118,812, and the diminution in re-exports totalled £109,334. Imports fell in the case of every country, with the exceptions of Canada, Australia, South Africa, and British India. Great Britain purchased from the Irish Free State

£2,126,107 less, from January to August of this year, than in the parallel period of 1924, while other notable decreases shown were as follows: Northern Ireland, £575,564; United States, £594,558; Argentina, £251,888; France, £90,196; Belgium, £119,834; Germany, £44,527; Holland, £102,295.

The value of cattle exported from the Irish Free State during the first eight months of the present year decreased by £3,121,893 as compared with the figures for the corresponding period of last year, and this decline is attributable in some degree to the growing popularity of Canadian cattle in British markets, owing to their superior condition upon arrival. Live animals of all kinds (including cattle) exported for the stated period of 1925 were valued at £9,190,667, as compared with £13,226,349 last year, which represents a falling off of £4,035,682.

In the same months, as against those of last year, notable export declines are the following: bacon, £145,688; dead poultry, £216,452; butter, £548,404; whiskey, £119,667; wool (raw), £272,000. Decreases were also registered in the values of exports of cotton, woollen, and linen manufactures and apparel, hides and skins, paper, cardboard, chemicals, yeast, scrap metal, motor car parts, wooden manufactures, and flax.

The principal imports into the Irish Free State, in which Canadian exporters should be interested, during the first eight months of 1925 as compared with the totals for the corresponding period of last year (shown in brackets) were:—

Bacon, £1,501,651 (£1,190,221); butter, £656,676 (£548,623); cheese, £91,292 (£73,228); margarine, £116,002 (£105,191); wheat, £2,213,431 (£2,264,296); oats, £138,528 (£274,624); barley, £367,421 (£176,334); maize, £1,540,803 (£2,194,179); wheat flour, £2,158,785 (£2,095,994); oat products £180,510 (£240,884); maize meal, £406,366 (£490,909); corn offals, £169,733 (£283,098); oil seed cake and meal, £468,854 (£394,690); apples, £155,998 (£147,176); hops, £425,976 (£634,785); sugar, £1,170,621 (£1,654,120); tea, £1,360,422 (£1,393,066); tobacco, unmanufactured, £395,655 (£601,930); clay products, £273,382 (£294,898); glass and glassware, £159,680; (£222,408); cement, £245,149 (£190,586); manufactures of iron and steel (exclusive of machinery), £1,322,706 (£1,568,385); other metals and metal manufactures, £283,502 (£293,797); hardware, cutlery, etc., £354,043 (£402,492); machinery, £876,766 (£796,802); electrical apparatus, £209,438 (£267,921); motor cars, £480,579 (£702,000); motor car accessories, £350,290 (£469,309); bicycles and parts, £203,343 (£211,697); other vehicles and parts, £167,885 (£217,998); timber, £539,408 (£473,816); manufactures of wood, £378,449 (£461,680); flax, £15,285 (£24,196); wool, £46,798 (£51,952); jute, £39,445 (£45,330); cotton manufactures, £1,208,921 (£1,319,837); woollen manufactures, £991,386 (£1,054,758); cordage and jute manufactures, £260,058 (£260,865); silk manufactures, £89,315 (£105,138); other textiles, £162,427 (£177,188); boots and shoes, £1,233,974 (£1,363,059); hats, bonnets, etc., £360,353 (£398,527); hosiery, all kinds, £570,738 (£561,452); other wearing apparel, £367,664 (£308,260); rubber and rubber manufactures, £430,056 (£355,266); paper and cardboard, £674,422 (£687,984); lubricating oil, £166,118 (£175,542); candles, £10,059 (£136,827); soap, £180,908 (£469,439); fertilizers, £397,338 (£551,979); chemicals, drugs, paints, etc., £755,568 (£681,365); matches, £38,370 (£50,518); other articles, raw and manufactured, £1,683,491 (£1,778,567).

Analysis of the foregoing reveals the fact that, with but very few exceptions, importations of the above-mentioned commodities into the Irish Free State during the first eight months of the present year show appreciable decreases as compared with the figures covering the corresponding period of 1924.

Although during the months January to August of this year the value of wheat supplied by Canada to the Irish Free State increased by £94,630 as compared with the total for the first eight months of last year, this is more than offset by a decrease amounting to £107,406 in the value of wheat flour entering the Free State from Canada (due to increased activities of Free State millers). While substantially lower figures are recorded for practically all commodities entering the Free State from most other countries, Canada's supplies during the January-to-August period of this year were valued at \$889,153, which represents an increase of £8,841 over the total covering the parallel months of last year. This was made up as follows:—

Article	Quantity		Value	
	1924	1925	1924	1925
	Cwts.	Cwts.	£	£
Wheat flour.. . . .	350,010	228,954	316,759	209,353
Wheat	432,863	532,759	284,940	379,570
	Loads	Loads		
Timber—Deals, planks and boards	2,295	9,520	12,183	60,266
	Cwts.	Cwts.		
Hops	2,583	17,401	25,407	122,878
Bacon	110	927	495	4,692
Cheese	464	3,212	1,749	13,282
Manufactures of wood .. . . .	....	....	17,198	13,228
Soap (toilet).. . . .	47	924	136	4,838
Oats	166,758	37,693	89,339	20,626
Oat products	119,948	30,016	116,511	28,742
Hay and straw .. . . .	....	7,893	....	3,198
Cardboard and pasteboard	3,300	3,620	3,576	3,300
Cotton seed cake and meal .. . . .	....	3,000	....	1,838
	Tons	Tons		
Pulp of wood	326	72	3,551	1,351
	Cwts.	Cwts.		
Paraffin wax .. . . .	....	3,100	....	3,841
Other articles .. . . .	....	....	8,468	13,150
Total			£880,312	£889,153

TRADE BY COUNTRIES OF CONSIGNMENT

From the following table, which shows the trade of the Irish Free State for the eight months January to August, 1924 and 1925, by countries of consignment, it will be noted that Great Britain and Northern Ireland together absorbed approximately 97½ per cent of Irish Free State exports, and supplied to the Free State in the neighbourhood of 82 per cent of her import requirements.

Country	Imports	Exports	Re-exports
Great Britain:			
1925	£28,233,050	£20,644,123	\$469,317
1924	30,359,157	25,437,341	588,019
Northern Ireland:			
1925	4,507,829	3,787,999	229,749
1924	5,083,393	4,242,543	230,392
Other countries:			
1925	7,322,186	647,195	28,305
1924	8,340,000	518,245	18,294
Total:			
1925	40,063,066	25,079,317	727,371
1924	43,782,550	30,198,129	836,705

VALUE OF TRADE WITH THE PRINCIPAL "OTHER" COUNTRIES

Country	Imports		Exports		Re-exports	
	Jan.-Aug. 1925	Jan.-Aug. 1924	Jan.-Aug. 1925	Jan.-Aug. 1924	Jan.-Aug. 1925	Jan.-Aug. 1924
United States.. . . .	£1,728,983	£2,323,541	£164,088	£118,402	£ 322	£ 660
Argentina.. . . .	978,935	1,230,823	6,104	8,913	....	....
Canada	889,153	890,312	15,816	17,932	....	69
Germany	440,272	484,799	41,075	15,531	2,131	4,288
Holland	457,458	559,753	21,268	15,489	728	000
Belgium.. . . .	311,290	431,124	78,752	120,756	22,143	7,704
British India	312,442	101,729	36,407	25,681	5	75
Sweden.. . . .	248,015	209,838	724	1,125	961	....
France	225,044	315,240	69,961	60,958	571	2,903
Australia	758,136	441,689	13,888	10,844	66	297
Czecho-Slovakia	185,028	194,129	....	....	116	....
Portugal	159,838	173,854	146	35	292	20
Spain.	70,530	92,669	5,069	1,714	....	....
South Africa	36,962	559	7,692	4,356	....	28
Other countries	520,100	899,941	188,205	116,509	970	1,290
Total.. . . .	£7,322,186	£8,340,000	£647,195	£518,245	£28,305	£18,294

Apart from the Canadian commodities listed officially as entering the Irish Free State, a considerable volume of Canadian manufactures find their way into

this country via England, and are as a consequence credited in the customs statistical returns to Great Britain. Quantities of Canadian flour, sugar, butter, cheese, and lumber are purchased by Irish Free State importers from the British agents of Canadian firms, while such articles as silk stockings, electric irons and apparatus, rubber footwear, automobile tires, tennis shoes, pharmaceutical supplies, roofing materials, etc., of Canadian origin, are being sold regularly in the Free State, although Canada is not officially credited as supplying these articles. Many Canadian exporters have granted to their British agents the exclusive right to handle the requirements of the Irish Free State, and Irish importers are desirous of forming direct connections with Canadian manufacturers, thus eliminating the cost of handling through middlemen and reshipment charges.

TRADING OPPORTUNITIES WITH KENYA COLONY (BRITISH EAST AFRICA)

The British Government, on the recommendation of the East African Commission which recently visited the above and the adjoining Territories, are about to float a loan in London of £10,000,000 for improving the transport facilities in Kenya Colony, Uganda and Tanganyika Territory, according to a report recently received from Mr. George A. Tyson, Secretary of the African and Colonial Company, Limited, London. This railway and road construction will open up considerable fresh areas, a good deal of which will be taken up by European cultivation and this in its turn will mean increased demands for agricultural machinery of various kinds, motor trucks, etc.

It should be borne in mind that there is no preferential tariff in these East African Colonies, but sentiment, particularly in Kenya Colony, is strongly on the side of buying either British or Colonial manufactured goods, provided of course that they can compete in quality and price with the other competing goods.

Much of the agricultural machinery and by far the greater portion of the motor cars and trucks imported into the territory have in the past been of American origin, but the Ford Motor Company now, and have for some time supplied their cars and trucks from their Canadian factory, although these have been invariably shipped from New York. The same applies to the Chevrolet truck (General Motors), so that it is not easy for the average person to tell whether the goods are of Canadian manufacture and origin.

Until comparatively recently, cultivation in Kenya Colony had been done by the use of oxen, but the increasing demand owing to the extension of cultivation and the losses of oxen from disease have had the result of considerably increasing prices and this situation has been aggravated by the shortage of labour due in a large measure to the new railway construction and port extensions at Mombasa which are now proceeding. These circumstances have more or less compelled many farmers to turn to tractors instead of oxen and there is an increasing tendency to use the minimum number of oxen.

There are a variety of tractors now in use, namely, Holt 75 h.p. and 45 h.p., Catterpillar, Clayton, Fordson, Austin and others. There is little doubt that the demand for tractors will steadily increase. The main drawback is the high price of both petrol and paraffin. There will also be an increasing demand for plows, harrows, planters, shellers, etc.

In the same way ox transport is gradually being replaced by mechanical transport, but with regard to Kenya Colony the demand is mostly for the 1-ton truck chassis onto which a locally made body is fitted, although in Uganda, where the roads are very much better, 2-ton, 3-ton and even 5-ton lorries are now being used for the transport of cotton.

So far as Kenya Colony is concerned, the Ford ton truck chassis with crank starter sells to-day for £135, the Chevrolet for £190, the Gray ton truck for about the same price and the Morris ton truck chassis (crank starter) for £260. This demand for the ton truck will in my opinion considerably increase over the next few years.

The general practice is for the importing houses in Kenya Colony to indent direct on the American, Canadian or European factories, but invariably these indents are subject to confirmation by houses in London who establish the necessary credits, etc.

Canadian manufacturers may in some cases be already represented in the territory by agents, but otherwise it might be worth their while considering the sending out on consignment demonstration models or samples of any particular lines which they desire to introduce and for which there is a demand, and if some such arrangement was coupled with an advertising campaign, it should have satisfactory results. At any rate some such plan is worth the consideration of Canadian manufacturers who desire to get their goods introduced to this territory and who are not already represented there.

Canadian manufacturers who are interested in this territory should communicate either with Mr. Harrison Watson, Canadian Trade Commissioner, Canadian Building, Trafalgar Square, London, S.W.1, or with the African and Colonial Company, Limited, King's House, King Street, London, E.C.2, England.

INCOME TAX ACT OF SOUTH AFRICA AFFECTS CANADIAN EXPORTERS

ASSISTANT TRADE COMMISSIONER R. S. O'MEARA

Cape Town, November 5, 1925.—The Income Tax Consolidation Act of 1925 imposes an indirect tax on overseas principals, based on the turnover effected by or through their agents in this country. Section 18, which covers this rather complicated piece of legislation, reads as follows:—

18. When any sale of goods is effected by any agent within the Union for or on behalf of any person outside the Union or the mandated territory of Southwest Africa or whose chief office or place of business is outside the Union or such territory the person for whom or on whose behalf such sale is effected by the agent shall be deemed to have derived therefrom a taxable income from a source within the Union and the following provisions shall be applicable thereto:—

(a) The taxable income deemed to be so derived shall if such taxable income cannot in the opinion of the Commissioner be otherwise satisfactorily determined be an amount equal to five pounds per centum upon the net amount for which the goods in question were sold;

(b) a sale shall be deemed to have been effected by an agent within the Union, if any person within the Union received or became entitled to receive a commission in respect of the sale of such goods for or on behalf of any person outside or whose chief office or place of business is outside the Union or the said territory or was or became entitled to be paid a salary for obtaining orders for or influencing the sale of such goods, and every person receiving or being entitled to receive any such commission or salary shall be deemed to be an agent for the purposes of this section;

(c) every such agent as regards any taxable income deemed to be derived from a source within the Union under the terms of this section, shall have in respect thereof all the responsibilities, liabilities, rights and powers conferred upon a representative taxpayer under the provisions of Part II of Chapter 111 of this Act.

The principles involved and the actual wording of the Act have given rise to a good deal of discussion, and there is some doubt as to the practical effect of a number of clauses on legal interpretation. The intention of the Act, however, is quite clear; overseas firms are to be assessed for the tax in the case of goods sold in South Africa in respect of which an agent or representative receives a commission or is paid a salary. On the other hand, where sales are made direct, there is no liability.

The position of the agent in the whole matter is defined as that of a "representative taxpayer" and on such basis of assessment there would appear to be no machinery for collection where the agent does not hold monies or other assets of his principles. Further, there is for the agent personal liability only if assets held on behalf of his principals are not applied in payment or reduction of the tax assessed. The agent is called on to furnish returns to the Inland Revenue Department showing sales throughout the year and the tax is computed on the basis of such returns. The authorities consider that five per cent represents a fair average profit on South African business, and unless proof to the contrary is furnished, the "taxable amount" is worked out on this percentage, subject to ordinary abatement allowed under the Act (see below).

The normal tax then assessed is similar to that applied to companies and individuals in South Africa as follows:—

. companies, for each pound of taxable amount, two shillings and sixpence.

In the case of persons other than companies, for each pound of taxable amount, one shilling and as many two-thousandths of a penny as there are pounds in that amount, subject to a maximum rate of two shillings in every such pound.

The normal abatement is £300, but this decreases as the turnover increases by pound for pound, according to the difference between taxable income (without respect to abatement), and the normal amount of £300. In other words, where the turnover of an incorporated company is £7,000, the taxable income is £350 less an abatement, not of £300, but of £250, which means a net taxable amount of £100, and a tax of something over £12. In the case of a company whose turnover is £20,000, their taxable income without reference to abatement would be £1,000, and their abatement nil.

Except in the case of partnerships or individuals, the tax is thus approximately twelve and a half per cent on five per cent of the amount for which the "goods were sold."

This last phrase has yet to be defined. Commission is usually payable on an f.o.b. seaboard price for the goods, and it is probably on this basis that the authorities will work. However, commission is sometimes payable on factory price, and goods are sometimes sold on a c.i.f. basis; this must necessitate adjustment.

The act is effective and the tax supposedly payable as from the year ending June 30, 1925, and agents are now being asked by the authorities to furnish returns referred to. It is difficult for them to do so in a number of cases; while under most contracts the agents become entitled to commission for business placed through confirming houses, or arranged through overseas' shippers of local firms, it is often difficult at this end to state just what volume of the total business is represented by orders placed in these ways. Certain agents have asked for extension of time to January 1, 1926, for compilation of returns, and this has been agreed to.

FOOD SUPPLIES FOR SIAM

TRADE COMMISSIONER A. B. MUDDIMAN

[Subjoined is the second of a series of reports on the Siamese Market by Mr. Muddiman. The first, introductory to the series, was published in last issue.]

Bangkok is the only centre in Siam at present for Western food products. European tin mines as far south as Langusen, and Europeans living in the north at Chiangmai, are compelled to draw their preserved food supplies from the capital. But it must be borne in mind that outside of Bangkok the demand for such goods is practically negligible. The average Siamese neither eats nor desires Western foodstuffs. The European population is very limited, and it is chiefly

due to the fact that there are quite a number of wealthy Chinese who eat various canned goods, flour, and candy that the demand is worth considering. Fortunately also, the Siamese noble class centred around the large royal court stationed in the capital have also adopted a considerable number of Western foodstuffs. There are eleven fairly large general import houses known to this office interested in food supplies.

BISCUITS

English biscuits are well in. The United States export but a negligible quantity, nor have Australian biscuits obtained the hold they have in Singapore, although it is presumed a large quantity passes in via Singapore, exact particulars of which are unobtainable. It must, however, be remembered that imported biscuits in the Middle East in coming years are likely to have to face keen local competition from Singapore biscuit manufacturers. The Chinese are entering this business and, owing to cheap labour, will probably achieve an appreciable success. It will be difficult for Canadian factories to compete.

BUTTER

Australia, favoured by her geographical position, ships more than half the total of 62,000 kilogrammes. Denmark, owing to the existence of direct steamship facilities, holds the second place. Last year there were no imports from Hong Kong, and owing to lack of direct cold storage shipping, Canada is out of the running.

CHEESE

The imports from the United States are negligible. Swiss cheese is well liked, and Dutch and Danish are next. A little Canadian kraft is being imported. The total cheese imports for the fiscal year 1924-25 were 13,077 kilogrammes, showing an increase of 2,000 kilogrammes over the previous year.

EGGS

The Chinese in Bangkok use a considerable quantity of Chinese eggs. There is no trade possible here for Canada.

FISH, CANNED

Sardines.—In the case of canned Californian sardines, the bulk arrives via Singapore; little comes in direct from San Francisco because of lack of direct shipping. French sardines are too expensive. The Norwegian brisling, against which the Canadian Atlantic sardine competes, was received to the extent of 1,337 kg. last year. In the previous year, however, shipments amounted to 4,421 kg. The Canadian Atlantic sardine has recently been successfully introduced.

Salmon.—Last year's imports showed a decided falling off: 44,239 kg. as against 88,495 kg. in fiscal year 1923-24. Singapore uses the Bangkok market both in sardines and salmon as a dumping ground if importers in that centre are overstocked. Canadian salmon is well known, but local importers are afraid to handle it direct owing to this practice on the part of Singapore dealers. Last year's figures are instructive, for while canned salmon imports fell off, sardine imports—that is Californian sardine imports—increased by over 200,000 kg. The writer has frequently asked exporters of canned salmon to send samples, and the reply has been that this practice has not any more effect than pouring water on a duck's back. While it is conceded that it is perfectly true that nearly every buyer of salmon in this area buys on price, not on quality, and that the distribution of samples is often waste of money, there is, he would venture to suggest, also another aspect to this case. Very few people here know anything

about the grades such as sockeye, pinks, chum, etc. Certainly the average small Chinese retailer here has never heard of them and would not understand a seller talking about them. Again, there is an attribute about these small Chinese retailers which must be seen to be appreciated. When they are buying, they want to have what they call in China "a look-see." A seller with a sample is worth a dozen sellers without when dealing with the primitive Chinese. Thus, it is suggested, a wise distribution of a few samples is not altogether to be despised. The exporter must, however, ensure that his samples reach the right hands.

It should be also carefully noted that so far as the Bangkok market is concerned at least, canned fish are only required for the dry season. In the wet season there are plenty of local fish available, and importers desire as a rule that their shipments should arrive in the dry season—that is, when the rains are over. It must also be remembered that the bulk of the fish imported is fresh, not canned. That is, it is generally sun-dried fish; and very large quantities come in from Koh Kong and Indo-China and also Hong Kong. Not only is it very much cheaper, but the lower classes prefer it to canned fish. It has been their nutriment for generations, and their habits are not easily changed. Small offers for Canadian canned lobsters direct from packers have been received.

FLOUR

The bulk of flour reaches Siam from Hong Kong, and a certain amount comes in direct from Australia. It can be said that Australian flour is known and liked, whilst Canadian, as Canadian, has not penetrated to this market. This is all the more to be regretted when one finds even India shipping last year 39,560 kg. direct, whilst probably still more comes in indirectly. The official statistics are not of much avail in considering this market so far as countries of origin are concerned, but they are useful in that they supply the total imports. Last fiscal year 7,549,401 kg. of flour were imported—half a million kilogrammes more than the previous year. One of the principal European importers in Bangkok has expressed an interest in Canadian flour, shipped by the Pacific ports, and this office will be glad to hear from interested millers. The firm referred to uses 2,000 barrels a year.

PRESERVED MEAT

Fifteen countries have interest in the small preserved meat trade, but there are only two with any real trade—the United Kingdom and Hong Kong. The total import is 83,110 kilogrammes, of which the United Kingdom last year was responsible for over half. One Canadian firm has recently received a small trial order. United States packers have been doing a small business in this line for some time: they lead the small Australian trade, which is falling off as the latter cannot compete in pack, label, and general presentation. Price is also a vital factor. In this, as in many other lines, Chinese retailers often purchase their goods in Singapore.

CANNED MILK

A large Danish company backed by its own shipping line are making inroads on the trade of one large British company that practically controlled this and other Eastern markets. This concern has its own agent on the ground entrenched in the market, but it is being fought with skill and on price. No Canadian milk comes in direct, but a most interested inquirer is in the market for powdered milk. Last year the total importations of canned milk were 1,489,238 kg., showing a good increase on the previous year.

SUGAR

This trade is controlled by Java in both manufactured and molasses. No American sugar, so far as the writer knows, came in last year.

DRIED VEGETABLES

The trade in dried vegetables is chiefly a Chinese one with Chinese products imported by the Chinese for the Chinese. There must be about a quarter of a million Chinese in Bangkok, and they control industries and retail business. The United States shipped last year 45,878 kg. of dried vegetables.

CANNED FRUITS AND VEGETABLES

The sale of canned fruit is chiefly limited to peaches, apricots, and Californian grapes. The sale of other fruit is very small. In canned vegetables the demand is practically limited, as elsewhere in this area, to asparagus, of which a large quantity is consumed by the Europeans.

FOODSTUFFS (GENERAL)

There might be a small opening for Canadian honey if prices and samples are sent. Initial purchases of Canadian canned fruit and chocolates have recently been made. Foodstuffs as a rule are purchased by general importers—English, Danish, or German. Denmark has a great influence on the market. A large Danish company operates a line of vessels between Siam and Denmark and owns and operates the largest wholesale and retail food store. European countries regularly send travelling salesmen to obtain and hold the trade, and the United States has followed suit, but European goods it would seem are preferred. In the case of canned goods only, a small but regular market can be expected as, although Bangkok is the largest city in this area, no demand exists for these goods among the Siamese lower classes.

There are two importers with ice factories. One of these was interested in hearing from Canada in regard to apples similar to the Australian "Granny Smith" with a size of 2½ inches if the c.i.f. price worked out at about 17 cents a pound. Interest was also manifested in dried salted codfish and British Columbia potatoes. In regard to potatoes, China and Hong Kong supply the bulk out of a total for last year of 473,570 kilogrammes.

[In next week's issue a report on the Market for Metal Manufactures and Machines will be published.]

WOOD PRODUCTS INDUSTRIES OF FINLAND

Finland ranks as the first European country in regard to forest land per hectare, writes Mr. Bertel Fabritius, sub-manager of the Central Association of the Finnish Wood-Working Industries, in the London *Daily Telegraph*. Of the land area nearly 75 per cent is covered by forests; the total quantity of timber is estimated at not less than 1,620,000,000 cubic metres. After the Crimean war exports of sawn timber began to increase rapidly, both in regard to volume and value. About 1900 the export value had risen to roughly 100 million marks, representing nearly 50 per cent of the total value of exports. From 1906 to 1910 the yearly average value rose to slightly over 110,000,000 marks, and during the years prior to the Great War, to nearly 150,000,000 marks. Now, owing to the flourishing paper industry, agriculture and other woodworking industries, the value of the timber export represents slightly less than 40 per cent of all exports. The increase in value was followed by a steady increase also in quantity. From 300,000 to 400,000 standards per year during the last decades of the nineteenth century, the quantity increased to about 900,000 standards in 1913. In 1923, as Finnish currency regained equilibrium, exports again reached the last-mentioned level. The following year exports for the first time exceeded 1,000,000 standards, Finland simultaneously assuming the position of the leading European exporter of sawn

timber, and Sweden for the first time being left behind. Owing to fluctuating prices, the value of exports does not stand in a firm proportion to the volume. Since the boom of 1920 there has been a distinct downward movement in prices, which at present are so critically near the pre-war level that in many cases not even the cost of production is covered.

Besides sawn goods, representing a certain degree of manufacture, unsawn timber plays a considerable part in the export trade, its value representing about 10 per cent of all exports. Thus, pit props, the bulk of which, right up to 90 per cent, has gone to the United Kingdom, and represents more than 50 per cent of all the unsawn timber exported. This year, however, exports of pulpwood will, unfortunately, take the lead on account of the enormous quantities shipped to Germany.

In the export of standard articles, spools and pulpwood represent wood goods in their most finished stage. The Finnish spools cover about 90 per cent of the total world export. But also in regard to plywood, Finland has obtained a leading position, although this industry only developed just before the Great War. Already the yearly export of plywood amounts to nearly 50,000 tons. It is due chiefly to the comparatively abundant supply of birchwood that this industry has made such remarkable progress.

DEVELOPMENT OF PAPER INDUSTRY

The development of the paper industry in Finland began soon after the discovery of the methods of reducing wood, by a process of grinding and boiling to pulp, suitable for paper making. This new industry had every possibility of a great future in Finland, as both the raw material and the power, the "white coal" in the rapids, were close at hand. The manufacture of cellulose, in which the wood, by means of a chemical process, is reduced to pulp, also swiftly gained ground in Finland.

PULP AND PAPER EXPORTS

At the beginning of the present century about 40,000 tons of paper were exported yearly, while exports of mechanical pulp and cardboard amounted to 30,000 tons. Exports of cellulose only reached about 10,000 tons a year, most of the production being used for paper making. It is noteworthy that just before the war the most highly-finished article, i.e. paper, statistically was better placed than the half-manufactured paper products. Thus exports of paper during the years 1911-1913 amounted to about 125,000 a year, while cardboard and mechanical pulp, with about equal returns, together reached just short of 100,000 tons, and the cellulose only arrived at 75,000 tons. After the war the paper industries have continued their progress with unprecedented rapidity. The production of cardboard has somewhat decreased, although it seems again well on the way to regain its pre-war standard. On the other hand, Finland will this year export over 200,000 tons of paper, about 300,000 tons of cellulose, and about 100,000 tons of mechanical pulp.

As the exported products of the paper industry have grown in volume, so has their value for the trade balance increased. While during the first years of this century the products of the paper industry represented only about 10 per cent of the total value of exports, they now represent nearly one-third of the country's export trade. It is manifestly clear that in the future these products will continue to gain ground, and the day is not far ahead when they will play an equally important part in export trade—as, for example, timber—as is the case already in Sweden.

QUESTION OF OVER-CONSUMPTION

Investigations into the re-growth of the Finnish forests show that at present this, on the whole, not only makes up for the consumption, but also yields a

certain yearly surplus, while, for example, in Sweden a serious over-production takes place. It is true that in certain districts in the South of Finland, round the principal waterways and industrial centres, over-consumption, particularly of spruce, is going on. But this evil may easily be remedied by checking the present unreasonable exportation of pulpwood and resorting to strict measures to preserve the forests in these parts.

It is probable that one may look forward to an increase of the production of cellulose—especially of sulphate cellulose—and of mechanical pulp. A comparison of the total production of cellulose in Finland, about 400,000 tons a year, with that in Sweden, about one million tons, offers food for thought, although it must be admitted that at present the consumption of timber in Sweden exceeds the growth by fully one-third. Plywood exports will also, as already mentioned, no doubt increase swiftly. But as to exports of sawn timber, the writer thinks that the high-water mark will soon be reached. In the south of Finland the timber dimensions will be reduced, owing to the ever-growing demand for smaller dimensions by the paper industry. In the north of Finland, again, the virgin reserves of heavy timber are so far in many cases difficult to exploit.

OPPORTUNITIES FOR CANADIAN TRADE IN CHILE

Ranking third in order of commercial importance amongst South American republics, Chile, with an annual importation averaging \$133,000,000, provides a field for manufacturers interested in export trade which in Canada has not received attention commensurate with its importance.

Chile lies along the west coast of South America between the Andes mountains and the Pacific ocean. It is bounded on the north by Peru, on the east by Bolivia and Argentina, and to the south it stretches to the lower extremity of the continent. In shape it is a narrow strip of land about 2,700 miles long and varying from 100 to 180 miles in width. Superimposed on the map of Canada, the republic would reach almost from coast to coast. In superficial extent Chile is larger than any European country with the exception of Russia, being about half as large again as France or Spain.

Extending as it does from the tropics to the Antarctic Ocean, a wide range of climatic conditions might be expected. The Andes, however, form a great barrier, shutting off the cold east winds which sweep over the plains of Argentina, and ensuring mild winters, while the cold Antarctic current from Cape Horn to the Gulf of Guayaquil tempers the heat of the northern provinces; consequently in no region of the republic are excessively hot summers or severe winters experienced.

The inhabitants are descendants of the Spanish conquerors and of the indigenous Araucanian Indians, a fierce and exceptionally hardy race now almost extinct. The population of the republic, according to the latest census, is approximately 3,890,000, the great majority of whom are native-born, there being not more than 140,000 foreigners resident in the country, of which number some 30,000 are of English or American nationality.

Economically Chile is divided into four clearly defined zones: (1) the northern or nitrate zone; (2) the central agricultural and mining zone; (3) the southern industrial and agricultural zone; and (4) the extreme southern sheep-raising and forest zone.

Altogether there are more than sixty ports along the 2,800 miles of coast-line; only sixteen of them are provided with harbour facilities. The majority are merely open roadsteads where discharging has to be done into lighters. The import trade of the country is carried on mainly through the ports of Valparaiso and Antofagasta, followed by Talcahuano, Iquique, Lebu, and San Antonio.

NATURAL RESOURCES, MANUFACTURES, ETC.

Until quite recently Chile has been regarded as almost exclusively a mining country, and comparatively little attention has been paid to the development of the agricultural and manufacturing industries. It could be said, in a general way, that the republic exported all its production and imported all its requirements.

The country's chief source of wealth has been the nitrate fields of the northern provinces, from which nitrate to the value of over a hundred million dollars per annum has been extracted and exported and from which the Government has derived from 40 to 65 per cent of its revenue. In fact, economically the country has depended almost entirely for its prosperity on the profitable exportation of this fertilizing salt.

In addition to nitrate, copper mining is an important industry, being developed mostly by capital from the United States. Coal is mined in large quantities, while gold, silver, and salt mines are exploited to a lesser extent.

Agriculture has recently become highly developed in the rich central and southern zones where such products as grains, fruits, and vegetables are grown. Grape culture, wine making, and dairying are also prominent industries, while other products of the soil include barley, beans, peas, lentils, potatoes, and rice.

Sheep-raising and wool-growing, as well as a substantial cattle-raising industry, are carried on in the extreme south of the republic, and in the forest regions many saw-mills have been established which produce material quantities of lumber.

It is only recently that manufacturing has grown in importance and numerous enterprises have been developed. The chief of these are for the manufacture of foodstuffs, clothing, lumber and metal products, the tanning and manufacture of leather, making of paper, and the production of chemicals.

Prior to 1914 the bulk of Chile's foreign trade was transacted with the United Kingdom, Germany, and the United States in the order named. During the war Germany ceased to be a competitor and the first position was occupied by the United States. Although the latter country still retains this position, Germany has made great strides during the last four years, particularly as a seller of manufactured goods, and as conditions in Central Europe become more normal she will no doubt make every effort to regain her former pre-eminence.

EXPORT TRADE

The value of Chilean exports for the years 1920 to 1923 inclusive, together with the amounts taken by the four principal customers, as well as Canada, are as follows:—

Countries	1920	1921	1922	1923
United States	\$125,736,710	\$ 27,178,868	\$ 43,962,060	\$ 90,119,522
United Kingdom	59,822,515	24,646,460	14,245,154	49,279,713
Germany	2,673,474	5,493,712	7,994,212	8,963,314
France	11,543,376	7,981,580	4,296,770	8,048,647
Canada	240	97,579	20,471	230,066
Total to all countries	288,905,301	161,969,895	123,584,270	198,278,067

The products exported consist almost entirely of mineral substances, including nitrate, copper, iodine, and mineral ores. Coarse wools and frozen meat provide the exceptions. As far as Canada is concerned, the exports were practically all nitrate for use as a fertilizer and for the manufacture of explosives.

IMPORT TRADE

The establishment, under the protection of heavy import duties, of a large number of local industries and the development of agriculture has momentarily reduced the volume of imports by a considerable extent. Notwithstanding the

increased volume of local production, however, the import trade of the country is larger than the number of its inhabitants and their standard of living would suggest. The commodities brought in from foreign countries are such as are required for the operation of important mining industries; for the general needs of a population of nearly 4,000,000 Latin-Americans, 60 per cent of whom are illiterate and a large proportion of the remainder highly cultured; for an agricultural community cultivating 100,000 farms; for a new manufacturing industry; and for the development of a most progressive country offering extraordinary industrial and agricultural possibilities.

The value of imports into Chile from the United States, the United Kingdom, Germany, and Canada, together with the totals from all countries for the years 1920 to 1923 inclusive, are as follows:—

Countries	1920	1921	1922	1923
United States	\$ 51,198,793	\$ 38,360,078	\$23,194,885	\$ 32,059,023
United Kingdom	42,400,699	37,511,490	20,812,149	28,835,045
Germany	7,662,152	12,057,444	12,079,429	16,057,452
Canada	890,960	864,673	290,678	321,715
Total from all countries .. .	166,103,811	139,175,415	86,571,275	120,198,390

While imports from Canada had risen to \$621,208 in 1924 and to \$776,369 in 1925, the Dominion's share of the Chilean trade is, comparatively speaking, very small. The bigger figures in 1920 and 1921 are accounted for by large shipments of wood-pulp and newsprint. Since 1922, however, with the exception of wallpaper and wrapping and writing papers, Scandinavian and German competition has succeeded in entirely shutting out the Canadian product.

Among the Canadian commodities which have been exported in any volume to Chile, between 1921 and 1924, together with the value in each case, are the following:—

	1921	1922	1923	1924
Aluminum in bars	\$ 8,170	\$73,514	....	\$ 535
Automobiles	24,578	1,810	\$34,404	141,544
Automobile parts .. . . .	....	....	1,037	2,777
Brushes	5,044	974	....	82
Braces and suspenders	1,748	200	....	700
Calcium carbide	1,582	3,509	17,864	687
Canned salmon	51,718	....	18,029	133,428
Canvas shoes with rubber soles .. . . .	....	....	....	1,271
Cement	12,250	....	....	242
Chains of iron and steel .. . . .	....	....	1,587	708
Cotton duck	976	....	940	420
Farm implements and machinery	30,476	4,032	9,029	30,919
Flour .. . . .	....	....	....	1,830
Hand and machine tools	3,271	470	837	561
Hardware and cutlery	6,655	....	1,797	4,084
Iron tubes, pipes and fittings .. . . .	....	787	18,022	32,736
Lumber	58	13,077	13,660	7,708
Metal working machinery .. . . .	....	1,621	13,952	....
Paper products:				
Bond writing paper	22,977	2,178	1,552	4,986
Kraft wrapping paper .. . . .	....	4,023	....	6,453
Wall paper	42,812	16,016	18,311	38,393
Rubber products:				
Pneumatic tires	22,441	17,481	20,247	31,443
Solid tires .. . . .	....	....	2,673	....
Inner tubes .. . . .	....	....	8,252	5,566
Vegetable oils .. . . .	....	....	2,541	38,436
Whisky .. . . .	....	....	1,769	1,120

While in many cases the quantities are small, the fact that such a wide range of Canadian commodities has entered the Chilean market shows that they are acceptable there and able to compete in price and quality with the products of the countries which are at present supplying practically the whole of the republic's requirements. As an illustration of the latent opportunities, the case may be cited of a Canadian firm which became interested in trade with Chile,

secured representation there, and in a short time received an initial order amounting to approximately \$20,000. This was in face of competition from large British and American houses who had previously completely dominated the market for that particular article.

COMMUNICATIONS WITH CANADA, ETC.

As is the case with most of the South American republics, Canada is handicapped by having no direct means of communication with Chile. There are, however, frequent sailings from New York, both direct and to Panama Canal points where transshipment can be made. There is also a more irregular service from San Francisco. As far as Canadian shipments are concerned, the most suitable methods would be via the Canadian Government Merchant Marine intercoastal steamer to Panama for transshipment to Chile or direct by way of New York. There is a long-established and regular steamship connection with European countries which has done much to foster trade with the United Kingdom, Germany, and other Continental countries. While there are no peculiar methods of marketing in Chile, most of the import trade of the country is in the hands of a small group of large English and American merchant houses who have been trading on the west coast of South America for many years. These are naturally most interested in the selling of English and American products, and in addition are somewhat conservative in their outlook. It would therefore seem that, on the whole, Canadian exporters could get better results through their own selling organizations or representatives.

As Canada has no trade representatives in the republic, inquiries from interested exporters should be addressed to H.M. Consul General at Valparaiso, H.M. Legation at Santiago, or to the British Chamber of Commerce at Valparaiso.

ECONOMIC CONDITIONS IN JAPAN

TRADE COMMISSIONER JAMES A. LANGLEY

Kobe, November 12, 1925.—The outstanding features in Japanese economic conditions during last month were an improvement in the adverse balance of trade and in the yen-dollar exchange, the announcement of bumper cocoon and cereal crops, and a marked increase in the purchasing power of the farmers. The volume of trade since last January amounted to 3,950,920,000 yen, of which exports were valued at 1,808,862,000 yen and imports at 2,142,058,000 yen, showing an excess of imports of a little over 333,000,000 yen, which excess is a great improvement over the 500,000,000 expected. Though a slight decrease may take place in the rice crop as forecasted in the early part of October, this year's crop will not be less than 60,000,000 koku*, a record for many years. A conservative estimate places the amount of Japan's probable saving in foreign rice purchases next year at from 80,000,000 to 100,000,000 yen, and as rice constitutes an important item of import, being surpassed only by raw cotton, this development is claiming great attention as one of the factors favourable to the appreciation of the yen. To the end of September, 1925, rice to the value of over 100,000,000 yen was brought in from foreign countries, compared with 71,000,000 yen in 1924, 31,000,000 yen in 1923, and 61,000,000 yen in 1922. The crops of wheat, barley, and rye are also unusually favourable, and the entire crop amounts to 22,393,000 koku valued at 458,480,000 yen—an increase of 1,686,800 koku or 8.1 per cent over the estimated amount, 19.5 per cent over last year's actual crop, and 10.9 per cent over the average crop for the past five years. Cocoons show an increase of 8.6 per cent in amount and 66 per cent in

* 1 koku = 4.9629 bushels.

value over last year. The favourable crops are expected to cause local agrarian districts to flourish, encouraging the farmers who have been rather depressed lately by the general business depression.

Indications of a considerable buying movement of lumber on an important scale developed during last month in the Tokyo and Yokohama markets, which have been more or less depressed since the beginning of the year. This activity appears to have originated in the demand for lumber for use in the reconstruction of the House of Peers, which was destroyed by fire, and to the promulgation of a definite reconstruction policy by the Fukuko Kenchiku Josei Kabushiki Kaisha (Reconstruction and Rebuilding Assisting Company, Limited).

The investment of capital in debentures during October amounted to over 62,000,000 yen, and that in stocks to over 24,000,000 yen, bringing the total for the period January to October to 527,427,000 yen, as against 440,667,000 yen for the same period last year.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Documentation of Shipments to Mexico

With reference to the article in *Commercial Intelligence Journal* No. 1096, January 31, 1925, page 113-4, concerning documentation of shipments to Mexico, Mr. C. Noel Wilde, Canadian Trade Commissioner, Mexico City, writes that since Mexican consuls have been reappointed in Canada the instructions in the leaflet issued by the Department of Trade and Commerce on the invoice requirements and consular regulations of Mexico (F.T.D. Leaflet No. 36) may again be followed by exporters, with the exception of some very slight changes resulting from regulations issued by the Mexican Government subsequent to the publication of this leaflet. Paragraphs numbered 28, 29, and 32 of the leaflet are altered to read as follows:—

(28) As stated in paragraph No. 15, no consular invoice is required when shipments are made to Mexico by parcel post. A commercial invoice is, however, necessary, but this need not be viséd by Mexican consular officers.

(29) The commercial invoice should be forwarded to the addressee by the earliest possible mail, so that he may obtain possession of the goods; in the absence of this invoice, he is subject to certain fines, the amount of which is a legitimate charge against the shipper.

(32) It should be noted that the duties assessed against parcel post shipments are increased by 25 per cent over those given in the official tariff of Mexico, so shipments should not be made by this method without the express authority of the consignee.

In the paragraph headed "Shipping Documents," page 7, the last word should read "above" instead of "below."

Tariff Changes in Mexico

Writing under date of November 23, 1925, C. Noel Wilde, Canadian Trade Commissioner, Mexico, advises that the following new item has been added to the Customs Tariff of Mexico:—

Fraction No. 595.—Paper, cut to size for the purpose of packing fruit for export from Mexico, provided it is printed in Spanish in such a manner as to indicate the purpose for which it is required, free.

Japanese Radio Apparatus Imports May be Placed under Luxury Tariff

Information has been received from Japan that dealers in foreign radio apparatus are somewhat alarmed by a report that the application of the luxury tariff of 100 per cent ad valorem may be imposed on all imported radio goods.

At the time of the imposition of the "luxury tariff" in July of last year, radio in Japan was in its infancy, and the application of this law to radio instruments imported from foreign countries was not considered.

Since the application of the luxury tariff, radio has become very popular all over the country and receivers alone are imported to the extent of over 100,000 yen a month from Germany, England, the United States, and other countries. The present duty averages from 20 to 30 per cent.

The Chief of the Financial Bureau of the Finance Department, commenting on the rumor of this contemplated application of the luxury law to radio apparatus, states that while no concrete plan has so far been decided on, it is intended to limit the importation of foreign radio goods as these can now be very well manufactured in Japan.

The number of radio subscribers in Japan is increasing rapidly. The Tokyo Reproducing Station has 77,000 subscribers on its books, and it is expected there will be 100,000 before the end of this year.

Modification in New Zealand Preference Conditions

With reference to the announcement in last week's issue of the *Commercial Intelligence Journal* concerning the granting of tariff preference in New Zealand on the basis of 50 per cent of British origin, some additional information has been received from Mr. W. J. Stevenson, official representative of the New Zealand Customs Department at New York. Mr. Stevenson writes:—

It has been decided to adopt as from April 1, 1926, fifty per cent British material and/or labour in the factory or works cost of the finished article as the basis for preference. Preference will also be granted on goods wholly manufactured in British possessions from unmanufactured raw material, and/or from certain specified partly manufactured raw material produced outside British possessions. Until September 30, 1926, certificates in the old form will be accepted provided that where necessary the word "one-half" be substituted for "one-fourth." The foregoing applies to all goods entering New Zealand on and after April 1, 1926.

The old customs form referred to is that set forth in F.T.D. Leaflet No. 32, copies of which may be obtained by interested Canadian firms on application to the Department of Trade and Commerce.

CANADIAN CATALOGUES FOR BRAZIL

Canadian firms who are, or may become, interested in the Brazilian market are requested to forward catalogues to the office of the Trade Commissioner, Caixa Postal 2164, Rio de Janeiro, if they have not recently done so, as many of the catalogues on file are several years old and have doubtless been superceded by more recent issues. Catalogues should be sent by letter post to avoid delay in delivery and possible payment of duties.

FOREIGN TRADE OF POLAND IN 1925

The returns published by the Government Statistical Office show that in August last exports amount in value to 104,369,000 zloty or £3,865,500, while imports totalled 116,285,000 zloty or £4,306,850, so that the value of exports represented 89 per cent of the value of imports. During September, however, exports were valued at 108,905,000 zloty (£3,889,500), and imports 72,842,000 zloty (£2,601,500), so that exports exceeded imports by 36,063,000 zloty (£1,288,000) or by 49 per cent. It will be seen therefore that the trade balance, which had been adverse since February, 1924, became active in September.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 7, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 7, 1925. Those for the week ending November 30, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		November 30, 1925	December 7, 1925
Britain	1.00	\$4.86	\$4.8400
Czecho-Slovakia	1.	.203	.0296
France	1.	.193	.0401
Italy	1.	.193	.0404
Holland	1.	.402	.4020
Belgium	1.	.193	.0453
Spain	1.	.193	.1419
Portugal	1.	1.08	.0520
Switzerland	1.	.193	.1928
Germany	1.	.238	.2381
Greece	1.	.193	.0137
Norway	1.	.268	.2037
Sweden	1.	.268	.2677
Denmark	1.	.268	.2488
Japan	1.	.498	.4300
India	1.	2s.	.3675
United States	1.	\$1.00	1.0000
Mexico	1.	.498	.4880
Argentina	1.	.424	.4150
Brazil	1.	.324	.1400
Roumania	1.	.193	.....
Jamaica	1.	4.86	4.8650
British Guiana	1.	1.	4.8725
Barbados	1.	1.	
Trinidad	1.	1.	
Dominica	1.	1.	
St. Kitts	1.	1.	1.0025—1.0.50
Grenada	1.	1.	1.0037—1.0162
St. Vincent	1.	1.	
Tobago	1.	1.	
Shanghai, China	1.	.708	.7725
Batavia, Java	1.	.402	.4150
Peru	1.	4.863	3.9600
Singapore, Straits Settlements	1.	.567	.5850

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs and Feedstuffs

1668. BUTTER.—A firm in Shanghai desire connection with Canadian firms for butter importations. Samples and quotations c.i.f. China ports.

1669. MILK.—A firm in Shanghai desire connections with Canadian firms for milk, condensed and evaporated. Samples and quotations c.i.f. China ports.

1670. CODFISH.—A firm of brokers in Havana are desirous of corresponding with Canadian exporters of codfish who are interested in the Cuban market.

1671. CANNED PILCHARDS.—A Bristol house desire quotations for Canadian pilchards in 16-ounce tins.

1672. **CANNED FISH.**—A firm in Hamburg would be interested either as buyers or as agents in forming connections with Canadian exporters of canned salmon and lobsters.

1673. **FRUITS.**—A firm in Arbroath (East Coast of Scotland) desire to secure agencies for Canadian shippers of all kinds of fruits.

1674. **CANNED FRUITS.**—A Birmingham export house who are shippers to South America, west coast, desire both f.o.b. and c.i.f. quotations in sterling for Canadian canned fruits with a view to representation.

1675. **PEACH PULP.**—A Bristol house would like to hear from Canadian canners who can offer them peach pulp in 6-pound and 12-pound tins, quotations to be c.i.f. United Kingdom port, in sterling.

1676. **HONEY.**—A firm in Berne, Switzerland, would like to import honey from Canada.

1677. **PEAS.**—An important Liverpool firm are interested in securing Canadian white peas suitable for splitting. Quotations to be per 504 pounds c.i.f. Liverpool.

1678. **PEAS.**—A Liverpool firm wish to hear from Canadian exporters able to supply peas similar to sample of Japanese product on file at Department. Quotations c.i.f. Liverpool in sterling.

1679. **PORK AND BEANS.**—A Bristol firm of provision brokers, with London and Liverpool branches, desire to represent a Canadian producer of canned pork and beans.

1680. **OATS, POTATOES, CODFISH.**—A firm of brokers in Havana are desirous of negotiating with Canadian exporters of these commodities.

Miscellaneous

1681. **GRAIN.**—A well-known grain importer in Leith, Scotland, wishes to get in touch with good export shippers of wheat, oats, barley, and corn.

1682. **GRAINS, ETC.**—A firm in Arbroath (East Coast of Scotland) wish to secure agencies for Canadian shippers of grains, flour, oatmeal, and seeds.

1683. **FEEDING STUFFS.**—An agent in Hamburg wishes to get in touch with Canadian exporters of all kinds of feeding stuffs such as bran and pollards, oat-feed, fish-meal, oilcake, dried brewers' and distillers' grains.

1684. **CANADIAN AGENCIES FOR THE MIDLANDS.**—An official of the British Empire Exhibition desires to act as manager or representative for Canadian firms for the Midland district. Lines of goods immaterial, either manufactured or produce.

1685. **HAY AND OATS.**—A Belfast wholesale produce merchant wishes to get in touch with shippers of all kinds of farm produce, hay and oats in particular.

1686. **CLOVER SEED.**—A Liverpool seed importer wishes to hear from Canadian shippers with quotations per long ton c.i.f. Hamburg, Bremen, and Dusseldorf, Germany.

1687. **HOSIERY.**—An Argentine importer wishes to obtain silk hosiery. A few samples, c.i.f. prices, and full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1688. **LADIES' MOCCASIN SLIPPERS.**—A manufacturers' agent in London, who already represents several important United Kingdom manufacturers of boots and shoes, is desirous of securing the agency of a Canadian manufacturer of ladies' moccasin slippers.

1689. **SILK WORM SPRAY.**—A firm of importers in Japan are very anxious to get in touch with any chemical manufacturers who may be putting up some preparation which would be valuable for disinfecting or promoting the health of silk worms. Such preparation must be absolutely unharmed to the lives of the worms but at the same time sufficiently strong to kill the very large number of small creatures which destroy the silk worms. Any firm having a preparation which might be suitable for this purpose are asked to send samples for testing, together with prices, etc.

1690. **INDUSTRIAL CHEMICALS.**—An Argentine importer wishes to buy industrial chemicals. Full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1691. **COBALT OXIDE, NICKEL SALTS, AND ARSENIC.**—A Milan concern wish to import from Canada.

1692. **CHROME SALTS.**—A firm in Milan would like to open up business connections with Canadian exporters.

1693. **MANGANESE DIOXIDE.**—Is required by a Milan importer.

1694. **CASEIN PLASTICS.**—A Milan company are anxious to be put in touch with Canadian firms dealing in casein plastics as galalith, protelith, and lactolith.

1695. **BISMUTH ORE AND METAL.**—Canadian exporters of bismuth ore and metal are requested to send offers and quotations, if possible, c.i.f. to a Milan company.

1696. **METALS.**—A Milan firm are anxious to communicate with Canadian exporters of metals such as copper, nickel, and iron.

1697. **GROUNDWOOD AND SULPHITE PULP.**—A firm in Milan wish to be put in touch with Canadian exporters of groundwood and sulphite pulp for paper and silk manufacture.

1698. **PULP, BLEACHED AND UNBLEACHED.**—An import firm in Tokyo, Japan, are anxious to purchase bleached and unbleached woodpulp for the manufacture of high-class papers. Correspondence, together with samples and prices, is required immediately from any firm interested.

1699. **NEWSPRINT.**—A Havana firm of brokers are desirous of corresponding with Canadian exporters who are interested in the Cuban market.

1700. **NEWSPRINT.**—A firm of brokers in Havana are desirous of negotiating with Canadian exporters of newsprint.

1701. **CARDBOARD.**—An Argentine manufacturers' agent wishes to represent manufacturers of cardboard. Samples, c.i.f. prices, and full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1702. **TIMBER.**—A firm in Arbroath (East Coast of Scotland) wish to secure agencies for Canadian shippers of all kinds of timber.

1703. **MINERS' AND NAVY TOOL HANDLES.**—A South Wales firm of importers desire quotations for Canadian rock maple handles of all types as used in the collieries. Full particulars on file at Department.

1704. **MAPLE BLOCKS.**—A North of England manufacturer, who purchases approximately 20,000 roller blocks per annum, invites quotations c.i.f. Liverpool on quarter cleft-cut maple blocks in dimensions in inches as follows: hexagon, 26 by 6½, 26 by 5¾, 22 by 5¾, 22 by 5, 22 by 4½.

1705. **WOOD SQUARES FOR BRUSH HEADS.**—A Bristol brush manufacturer desires quotations for wood squares, size 12 inches by 3¼ inches by 3¼ inches, to be used in the manufacture of brush heads, and would like sample and quotations c.i.f. Avonmouth or free delivered Bristol in sterling. Large quantities would be purchased if prices are competitive.

1706. **BIRCHWOOD FOR SHOE SHANKS.**—A French importer wishes to receive quotations c.i.f. Havre from Canadian exporters.

1707. **MOSQUITO NETTING.**—An Argentine manufacturers' agent wishes to represent manufacturers of wire mosquito netting. Samples, c.i.f. prices, and full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1708. **CAN OPENERS.**—A West of England firm desire to hear from a Canadian manufacturer having a patent can opener to offer.

1709. **STEEL WIRE RODS.**—Will Canadian firms interested in the export of open hearth, B.W.G. No. 5, both in Siemens Martin and Thomas process, kindly communicate with a firm in Kobe, Japan, who are anxious to enter into negotiations?

1710. **TOOLS.**—Argentine manufacturers' agent wishes to represent manufacturers of hand tools. Samples, c.i.f. prices, and full particulars should be sent to the Canadian Trade Commissioner at Buenos Aires.

1711. **ABRASIVE WHEELS.**—A firm of representatives in Milan, Italy, wish to be put in touch with Canadian exporters of abrasive wheels and would like to receive quotations c.i.f. Genoa.

1712. **REFRIGERATORS.**—Argentine importer wishes to purchase refrigerators. C.i.f. prices and full information should be sent to the Canadian Trade Commissioner at Buenos Aires.

1713. **AGRICULTURAL MACHINERY AND IMPLEMENTS.**—A firm in Arbroath (East Coast of Scotland) are anxious to secure agencies for Canadian exporters of agricultural machinery and implements.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To QUEENSTOWN.—Alaunia, Cunard Line, Jan. 11.

To CARDIFF AND SWANSEA.—Canadian Victor, Dec. 18; Canadian Leader, Jan. 2; Canadian Commander, Jan. 15—all C.G.M.M.

To HULL.—Wheatmore, Dec. 14; Comino, Dec. 27—both Furness, Withy.

To LIVERPOOL.—Rexmore, Furness, Withy, Dec. 23; Alaunia, Cunard Line, Jan. 11.

To MANCHESTER.—Manchester Importer, Dec. 20; Manchester Brigade, Dec. 27—both Furness, Withy.

To LONDON.—Wheatmore, Dec. 14; Comino, Dec. 27—both Furness, Withy.

To ST. JOHN'S, Nfld.—Hethpool, Farquhar SS., Dec. 19, Jan. 2 and 15.

To PORT AUX BASQUES, CORNER BROOK, CURLING, ETC.—Sable I., Farquhar SS., Dec. 16.

To BURIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., Dec. 22.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Dec. 18; Chaleur, Jan. 1; Chignecto, Jan. 15—all R.M.S.P. Co.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Canadian Volunteer, Jan. 8—both C.G.M.M.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Dec. 24; Dec. 26.

- To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Dec. 30.
 To SANTIAGO, KINGSTON AND MONTEGO.—Andalusia, Pickford & Black, Dec. 16 and Jan. 13.
 To AUSTRALIAN PORTS.—Canadian Traveller, C.G.M.M., Dec. 31.
 To NEW ZEALAND PORTS.—Canadian Spinner, C.G.M.M., Dec. 24.

From St. John

- To LONDON.—Brecon, Dec. 19; Batsford, Jan. 2—both Canadian Pacific; Canadian Rancher, Dec. 23; Canadian Aviator, Jan. 6—both C.G.M.M.; Verentia, Dec. 16 Vellavia, Jan. 6—both Cunard Line.
 To CARDIFF AND SWANSEA.—Canadian Victor, Dec. 16; Canadian Leader, Dec. 31; Canadian Commander, Jan. 13—all C.G.M.M.
 To LIVERPOOL.—Montclare, Dec. 16; Montnairn, Dec. 23; Montrose, Jan. 1; Metagama, Jan. 8; Montcalm, Jan. 15—all Canadian Pacific.
 To AVONMOUTH.—Parthenia, Dec. 24; Kastalia, Jan. 15—both Anchor-Donaldson.
 To MANCHESTER.—Manchester Brigade, Manchester Liners, Dec. 26.
 To GLASGOW.—Carmia, Dec. 15; Moveria, Dec. 29; Gracia, Jan. 12—all Anchor-Donaldson; Brandon, Dec. 22; Bolingbroke, Jan. 5—both Canadian Pacific.
 To BELFAST AND DUBLIN.—Lord Downshire, Head Line, Dec. 20.
 To ANTWERP.—Canadian Rancher, Dec. 23; Canadian Aviator, Jan. 6—both C.G.M.M.
 To HAMBURG.—Hastings County, Dec. 29; Essex County, Jan. 13—both Intercontinental Transports; Bawtry, Dec. 19; Batsford, Jan. 2—both Canadian Pacific.
 To HAVRE.—Hada, Dec. 19; Brant County, Jan. 8—both Intercontinental Transports.
 To ROTTERDAM.—Hada, Dec. 19; Porsanger, Jan. 9—both Intercontinental Transports.
 To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Dec. 27.
 To AUSTRALIAN AND NEW ZEALAND PORTS.—Tredinnick, New Zealand SS., Dec. 16.
 To ITALIAN PORTS.—Valflorita, Lloyd Mediterraneo Italian Service, Dec. 21.
 To SOUTH AFRICAN PORTS.—New Georgia, Elder Dempster Line, Dec. 15.
 To HAVANA (CUBA).—Emperor of Montreal, Robert Reford Co., Ltd., Dec. 16; a steamer, H. E. Kane & Co., Dec. 20.
 To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn, Dec. 24; Balfour, Jan. 14—both Canadian Pacific.
 To SOUTH AMERICAN PORTS.—A steamer, Houston Line, Dec. 27.

From Vancouver

- To YOKOHAMA, KOBE AND HONG KONG.—Philoctetes, Dec. 17; Tyndareus, Jan. 7—both Blue Funnel.
 To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Australia, Canadian Pacific, Dec. 26.
 To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Africa Maru, Dec. 21; Arizona Maru, Dec. 29—both Osaka Shosen Kaisha.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Dec. 16; Aorangi, Jan. 13—both Canadian-Australasian Royal Mail Line.
 To AUSTRALIAN AND NEW ZEALAND PORTS.—West Calera, Pacific-Australasian Line, Dec. 30.
 To WEST COAST UNITED KINGDOM PORTS.—Canadian Transporter, C.G.M.M., Dec. 24.
 To LONDON.—Loch Katrine, late December; Dinteldyk, early January—both North Pacific Coast Line; Canadian Planter, C.G.M.M., Jan. 9.
 To LIVERPOOL.—Loch Katrine, late December; Dinteldyk, early January—both North Pacific Coast Line.
 To GLASGOW.—Moerdyk, North Pacific Coast Line, late December.
 To BORDEAUX, HAVRE AND ANTWERP.—Arizona, Dec. 23; Iowa, Jan. 10—both Cie Gle. Transatlantique (French Line).
 To ANTWERP.—Moerdyk, late December; Radnorshire, middle January—both North Pacific Coast Line; Canadian Planter, C.G.M.M., Jan. 9.
 To HAMBURG.—Moerdyk, late December; Radnorshire, middle January—both North Pacific Coast Line.
 To ROTTERDAM.—Loch Katrine, late December; Dinteldyk, early January; Radnorshire, Middle January—all North Pacific Coast Line.
 To MARSEILLES, GENOA, LEGHORN, NAPLES AND TRIESTE.—Leme, Dec. 27; Aisa, Jan. 10—both Navigazione Libera Triestina.
 To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—West Jappa, early December; West Camargo, early January—both Pacific-Argentine-Brazil Line.

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DOUGLAS FIR IN JAPAN

Market Demands, Specifications and Requirements

A. E. BRYAN, INSPECTOR TRADE COMMISSIONERS' OFFICES; FORMERLY TRADE COMMISSIONER IN JAPAN

Japanese contracts call for many sizes and specifications peculiar to the country. That is, the sizes are odd as compared with the usual dimensions cut for the Canadian or American domestic trade. For instance, specifications frequently call for lengths of 10, 13 and 20 feet, which are really uneconomical sizes when cutting up large Canadian logs, and the mills do not like them. Then again in regard to small or baby squares, dimensions are usual in uneven inches— $3\frac{1}{2}$, $4\frac{1}{4}$, $4\frac{1}{2}$ or $4\frac{3}{4}$ inches square—and these are difficult for the mill to cut with any degree of uniformity as compared with the regular sizes called for by the domestic trade as well as by other export markets.

Over 70 per cent of all the lumber imported into Japan is Douglas fir or pine. It is generally known simply as fir or *matsu*, although when competitors speak of it as Oregon pine, Oregon fir, and Washington fir, the buyer can at least guess what is meant.

Wood is used for so many purposes in Japan, especially for construction, that any good, strong and at the same time easy-to-work lumber such as Douglas fir is very popular with all carpenters and contractors. While Douglas fir is fairly hard, it is light, straight-grained, resilient and tough. On account of the great size of the trees, it also can be cut to almost any dimensions required.

Although Japan is a very damp country, with much humidity, Douglas fir stands up well for all building or outside purposes. It seems impervious to water and has great durability combined with strength. It is especially suitable and is much used for bridge construction, and is also employed where heavy timbers of great strength are required. Other uses are for ship deck and wharf planking, masts, railway car material, wooden piping, paving blocks, railway sleepers, house uprights or scantlings, and (to a great extent) flooring. Nearly all the public schools and other large buildings in Japan are floored with Douglas fir.

Usual Specifications of Douglas Fir

1. LARGE AND MEDIUM SQUARES, KNOWN ALSO AS GIANTS OR BIG SQUARES

Principal specifications are:—

- 1 Merchantable—12 in. to 24 in. by 20/40 ft. long. (40% 12 in. to 16 in.; 60% 18 in. to 24 in.)
- 2 Merchantable—12 in. to 24 in. by 24/40 ft. long. (40% 12 in. to 16 in.; 60% 18 in. to 24 in.)

Medium:

- 3 Merchantable—12 in. by 12 in. to 16 in. by 16 in. by 20/40 ft.
- 4 Merchantable—12 in. by 12 in. to 16 in. by 16 in. by 24/40 ft.

Giants:

- 5 Merchantable—18 in. by 18 in. to 24 in. by 24 in. by 20/40 ft.
- 6 Merchantable—18 in. by 18 in. to 24 in. by 24 in. by 24/40 ft.

Opinion of the Trade.—Buyers state that the quality of Canadian Douglas fir, large and medium squares, is on the average better than that coming from any other source; that there is a greater proportion of clears, while the colour suits them better. They like that fine rich reddish hue of the Northern Douglas fir. Buyers frequently insert in their specifications, even when buying from United States exporters, that quality must be equal to British Columbia or Vancouver quality. Any complaints that have been received are on the cutting. For instance, if a 24-ft. square is found to be only 23 ft. 11 in. in length, the custom of the trade in Japan is to deduct the other 11 inches and call it a 23-ft. square. On the other hand, if that 24-ft. square is two or more inches over length, no credit is allowed. There are a few houses who import and sell to dealers on the basis of their buyer's measurement, and not according to invoice. When shipments arrive in Japan and are measured by the buyer they may be found to be a few feet short of the invoiced amount. The dealer only pays for the actual measurement, and the importer is therefore compelled either to stand the loss himself or to submit copies of all measurements and obtain credit from the exporter in Canada. The question of accurate measurement of these squares is therefore very important.

Recommendations.—When a mill is cutting big squares for Japan, it should in all cases make the squares one or two inches, if possible, over length to allow for any shrinkage that may take place in transit. If on arrival in Japan a square is found to be the least bit under length, even a quarter of an inch, the buyer will deduct a whole foot and claim on some one for the shortage. If it is possible to allow a few inches over, when trimming the ends of the square, much trouble and future annoyance would be saved and the making of claims obviated.

Marking.—When a shipment of squares arrives it is usually all mixed up, that is, big and medium squares are stored together, and the marks are generally worn off. This is due to the fact that such marks are generally done with chalk, crayon or pencil. It is quite a help to the Japanese dealer when he is measuring if he knows beforehand what the actual measurement is supposed to be, and for this reason the Japanese buyer would like to have the lengths of the squares hammered on with a stamp or painted on in such a way that the marks will remain clear and distinguishable.

II. SMALL SQUARES, KNOWN ALSO AS BABY SQUARES

Specifications are:—

1 Merchantable (sometimes common)—4 in. by 4 in. by 10 ft. long; 4 in. by 4 in. by 13 ft. long; 4 in. by 4 in. by 20 ft. long; 4 in. by 4 in. by 10 ft. and 13 ft. long; 4 in. by 4 in. by 10 ft. and 20 ft. long; 4 in. by 4 in. by 13 ft. and 20 ft. long; 4 in. by 4 in. by 10 ft., 13 ft. and 20 ft. long.

2 Merchantable—4½ in. by 4½ in. by 10 ft. long; 4½ in. by 4½ in. by 13 ft. long; 4½ in. by 4½ in. by 20 ft. long; 4½ in. by 4½ in. by 10 ft. and 13 ft. long; 4½ in. by 4½ in. by 10 ft. and 20 ft. long; 4½ in. by 4½ in. by 13 ft. and 20 ft. long; 4½ in. by 4½ in. by 10 ft., 13 ft. and 20 ft. long.

3 Merchantable—4¾ in. by 4¾ in. by 10 ft. long; 4¾ in. by 4¾ in. by 13 ft. long; 4¾ in. by 4¾ in. by 20 ft. long; 4¾ in. by 4¾ in. by 10 ft. and 13 ft. long; 4¾ in. by 4¾ in. by 10 ft. and 20 ft. long; 4¾ in. by 4¾ in. by 13 ft. and 20 ft. long; 4¾ in. by 4¾ in. by 10 ft., 13 ft. and 20 ft. long.

4 Merchantable—4⅞ in. by 4⅞ in. by 10 ft. long; 4⅞ in. by 4⅞ in. by 13 ft. long; 4⅞ in. by 4⅞ in. by 20 ft. long; 4⅞ in. by 4⅞ in. by 10 ft. and 13 ft. long; 4⅞ in. by 4⅞ in. by 10 ft. and 20 ft. long; 4⅞ in. by 4⅞ in. by 13 ft. and 20 ft. long; 4⅞ in. by 4⅞ in. by 10 ft., 13 ft. and 20 ft. long.

Opinion of the Trade.—During the last two years there has been much dissatisfaction in Japan over parcels of baby squares that have arrived from Canada, the majority of which have turned out to be stock not of Canadian origin, but shipped out by Canadian export houses. The principal defects are as follows: (1) off size or not square; (2) black or discoloured showing that the squares were old cut.

Regarding off-size squares, this defect is usually the result of careless manufacturing. Sawing operations are so scientific to-day that there would seem to be no good excuse for cutting squares poorly. On several occasions, however, the writer has seen baby squares that varied from ¼ inch to 1 inch off the square, and yet were shipped to Japan as complying fully with specifications, and with the usual Pacific Lumber Inspection Bureau certificate attached. It is very difficult for the Japanese to accept any excuse for this as they themselves, while they cut much slower, can always saw to the required size, even if they do it by hand, as is often the case.

Possibly the most frequent cause for complaint during the last year or so however has been the large number of black and old cut squares that have been shipped out under new cut contracts. It so happened that very large stocks of baby squares were cut on the Pacific coast just after the earthquake when every one expected there would be a continuous demand for them from Japan. When the slump came these babies were piled up in all directions, to be supplied against fresh new orders from Japan later on. When the first shipment of these old cut squares arrived there was much complaint, and it was not long before the Japanese buyer differentiated between *old cut* and *new cut* stock and would accept the old cut lumber only at a reduction of a dollar or two in price. The office of the Trade Commissioner in Japan had occasion to intervene on many occasions in order to smooth out trouble that had arisen between the Canadian seller and the buyer in Japan.

Recommendations.—The exercise of greater care by the mills in cutting up these squares is one thing that would do away with many complaints, as the squares themselves would be sure to conform better to specified sizes. When suppliers are shipping discoloured stock, they should advise the buyer before the lumber arrives and settle the matter amicably. The lumber trade in Japan has graduated from the elementary stage and is about as eligible to judge a piece of lumber and its condition as the exporter in Canada or elsewhere. Many of these old lumber firms have been in the business for generations.

III. DOUGLAS FIR FLITCHES

These are used principally in the building trade for beams and supports. They have a variety of uses, however, coming as they do in so many different dimensions.

Specifications are usually as under:—

No. 2 clear and better—(1) 6 in. by 12 in. and wider by 12 ft. and up; (2) 8 in. by 12 in. and wider by 12 ft. and up; (3) 6 in. by 10 in. and wider by 12 ft. and up; (4) 8 in. by 10 in. and wider by 12 ft. and up; (5) 5½ in. by 12 in. and wider by 16/40 ft.; (6) 5½ in. by 12 in. and wider by 20/40 ft.; (7) 6 in. by 12 in. and wider by 16/40 ft.; (8) 6 in. by 12 in. and wider by 20/40 ft.

While specifications usually call for No. 2 Clear and Better, both Clear and Merchantable flitches are sometimes bought.

Opinion of the Trade.—Canadian Douglas fir flitches are regarded in the same light as large squares. No adverse criticism has ever been heard concerning flitches shipped from Canada.

Recommendations.—Mills should endeavour to keep their quality up to the same high standard that has been already established in the past. There is sure to be a regular demand for Canadian fir flitches as long as Japan is in the lumber business.

IV. DOUGLAS FIR FLOORING

There are one or two Japanese firms who specialize in the import of Canadian fir flooring and are bringing in shipments regularly. Canadian flooring seems to be well thought of, although at times there have been complaints of too many pitch pockets. It is imported in both edge grain and flat grain and the specifications are usually as follows:—

(1) No. 2 clear and better: 1 in. x 6 in. by 8 ft and up, edge grain; (2) 1 in. by 6 in. by 8 ft. and up, flat grain; (3) 1 in. by 4 in. by 8 ft. and up, edge grain; (4) 1 in. by 4 in. by 8 ft. and up, flat grain; (5) green, flat and/or edge grain; (6) green, flat and/or edge grain allowing up to 10%, No. 3 at 3 yen less per M; (7) No. 3 fir flooring, 1 in. by 6 in. by 8 ft. and up; (8) 1 in. by 4 in. by 8 ft. and up; (9) No. 3 and better, 1 in. by 6 in. by 8 ft. and up; (10) 1 in. by 4 in. by 8 ft. and up; (11) No. 3 fir flooring, green, flat and/or edge grain; (12) No. 3 and better, green, flat and/or edge grain.

Opinion of the Trade.—Flooring is not generally imported by every lumber firm—it is more or less of a specialty handled by a few importers, some of whom have branch offices in Canada which look after the buying of regular parcels. Complaints, so far as is known, have been very few. Flooring is always shipped tied in bundles with wire, and these generally arrive in good condition.

Recommendations.—It has been found sometimes that the wire binding the bundles of flooring together breaks or injures the tongue, and it has been suggested that steel ribbon might be better adapted for the purpose.

V. DOUGLAS FIR PILING

Douglas fir piling has been much in demand since the earthquake, but not so many shipments arrived from Canada as should have been the case. Fir piling is usually asked for unpeeled, and the specifications are generally: top diameter, 9-in. and up; length, 60 ft. and 75 ft. The piles must be reasonably straight from end to end.

Opinion of the Trade.—There is no distinction made between Canadian and American fir piling, and there is no reason why more of Japan's requirements under this heading should not come from Canada. True, the market is somewhat spasmodic depending on contracts for which tenders are usually issued from time to time. On several occasions the Trade Commissioner's office in Japan has endeavoured to push the sale of Canadian fir piling in connection with certain tenders, but in every instance it was claimed that competitors' prices were a little lower.

VI. DOUGLAS FIR LOGS

There is a disposition on the part of many mills here to buy logs instead of rough sawn lumber. However, as long as prices remain at the present level it pays the mill in Japan to import the raw material in big squares. There is

always the feeling, however, when squares are bought, that the by-products are sacrificed—log trimmings and slashings—which could be used to good advantage in Japan.

Specifications of fir logs are as under:—

(1) Merchantable—Top diameter 12 in. and up by 12 ft.; (2) merchantable—top diameter 12 in. and up by 13 ft.; (3) merchantable—top diameter 12 in. and up by 13 to 20 ft.; (4) camp run—25% No. 1—top diameter 12 in. and up by 13 to 20 ft.

Opinion of the Trade.—Canadian fir logs are the best obtainable. Japanese mills sometimes prefer to import them and cut baby squares and flitches out of them. There have never been any complaints received regarding the quality of Canadian fir logs.

CONCLUSION

The fact that Canadian Douglas fir is looked upon so favourably in this market—also because Canada is endowed with such large resources of fir—is the chief reason why Canadian lumber exporters should specialize in the exports of fir timber of all kinds. There is a positive dislike for fir coming from some of our competitors' mills, and this is a fact that should encourage every Canadian mill to secure more of the Douglas fir business of Japan in the future than has been the case in the past.

PROPOSED UNITED KINGDOM IMPORT DUTIES

TRADE COMMISSIONER HARRISON WATSON

London, England, December 2, 1925.—In a report from this office published in *Commercial Intelligence Journal* No. 1100, February 28, 1925, particulars of the new Safeguarding of Industries Regulations adopted by the present British Government were given.

Since then the Government in accordance with the recommendations made by the Board of Trade Committee which was appointed to investigate the subject, has brought into force a Safeguarding import duty on lace and embroidery.

A still later report announced that requests for the appointment of an investigating committee had been made to the Government by a number of different industries, and that in each case where the applicants had satisfied the Government that their industry is of sufficient national importance, the Board of Trade had appointed special committees which were taking evidence. The reports of five of these committees have just been published.

In the case of aluminium hollow-ware, the committee has reported against the imposition of an import duty.

Similar committees, however, recommend the levying of a Safeguarding import duty on (1) cutlery; (2) packing and wrapping paper; (3) leather and fabric gloves; and (4) gas mantles.

The procedure, according to which the Safeguarding Regulations are worked, necessitates the adoption of special legislation. The President of the Board of Trade announces that Wednesday and Thursday of the present week in the House of Commons are to be given up to the discussion of the Finance Resolutions dealing with the new duties which it is proposed shall be imposed as a result of the recommendations made by Safeguarding Committees.

Each industry dealt with has to be the subject of a separate Financial Resolution for subsequent inclusion in the Finance Bill. Although the Government has made no announcement, it is anticipated that the levying of an import duty will be proposed in each of the four cases.

It should be noted that the amount of duty recommended varies considerably. In illustration, while in the case of cutlery, 33½ per cent is proposed, the committee similarly dealing with packing and wrapping paper suggests 17½ per cent.

The Prime Minister, when first introducing the Safeguarding of Industries scheme, announced that reduced Imperial preferential duties would be granted in each case.

Under these circumstances the proposed legislation should be of direct interest to Canada as regards kraft and other wrapping paper, particular articles of cutlery, and possibly certain varieties of leather gloves.

Public opinion anticipates that the progress through Parliament of the Safeguarding duty proposals will be vigorously opposed, with consequent delay. Recognizing that Canadian manufacturers and shippers will wish to receive details of the proposals at the earliest moment, this report is being despatched by the first outgoing mail. It should be emphasized that the recommendations are at present only proposals, and at the moment it is not even known that the rates of duty suggested in the reports of the committees will actually be adopted in any legislation which the Government may introduce.

(1) CUTLERY

The committee have decided that the applicants have succeeded in establishing a claim to a duty on the following classes of goods, namely:—

(a) Knives with one or more blades made wholly or partly of steel or iron, other than surgical knives and knives for use in machines.

(b) Scissors, including tailors' shears and secateurs, made wholly or partly of steel or iron.

(c) Safety razors and parts thereof.

(d) Other razors.

(e) Carving forks.

(f) Knife sharpeners of steel.

(g) Handles, blades and blanks for the above.

In all the circumstances the Committee consider that a duty of $33\frac{1}{3}$ per cent ad valorem would be reasonably sufficient to countervail the unfair competition, and they recommend that such a duty should be imposed for a period of at least five years.

(2) PACKING AND WRAPPING PAPER

The committee recommend a duty of $17\frac{1}{2}$ per cent ad valorem on packing and wrapping paper of the following descriptions, of above 10 pounds substance:—

(a) Unglazed (other than kraft).

(b) Glazed and machine glazed (other than kraft).

(c) Oiled, waxed and other waterproof wrappings.

(d) Kraft (unglazed, glazed, and machine glazed).

with the understanding that this duty will extend also to the wrapping paper in manufactured articles whenever the cost of such paper, as raw material, exceeds some named proportion, perhaps 15 per cent, of the value of the manufactured article of which it is a component.

In the above connection it seems interesting to note that imports from Canada under the classification "Packing and wrapping paper (including tissue)" totalled 106,461 cwts. out of an aggregate of 3,831,869 cwts. imported into the United Kingdom in the calendar year 1923; and 122,778 cwts. out of 4,226,756 cwts. in 1924. For the ten months ended October, 1925, Canada's contribution was 94,128 cwts., the grand total being 3,614,911 cwts. Leading sources of supply in all cases were Sweden, Germany, Norway and Finland, in the order named.

(3) LEATHER AND FABRIC GLOVES

After stating reasons for not granting the specific duty which was asked for by the applicants, the committee recommend that a duty of $33\frac{1}{3}$ per cent ad valorem shall be imposed for at least five years on imports into the United Kingdom of:—

(a) Leather gloves, whether finished or cut out ready for sewing;

(b) All classes of gloves made from cotton if known in the trade as "fabric gloves."

(c) Unfinished cotton fabric gloves, i.e., cotton glove fabric which has been cut out ready for sewing and excluding material in the piece.

The committee, however, exempt from duty fabric gloves of silk or artificial silk, considering that a sufficient measure of protection has already been established by the silk duties already adopted in the last Finance Act.

This committee further recommend that all gloves coming into the United Kingdom "should bear a stamp conspicuously placed indicating the country of origin, irrespective of whether such gloves bear the name of an English firm or not."

(4) GAS MANTLES

The members of the committee explain that the question of placing an import duty on gas mantles has had to be considered from a special point of view.

Their conclusion is that although it cannot be proved that the conditions under which mantles are manufactured in Germany are actually unfair, competition from that country is such that the British mantle industry is working much below its capacity and likely to still further decline.

In order to prevent this, and more specifically to ensure the continuation of the production in the United Kingdom of thorium and-cerium, which they regard as imperative, the committee recommend that the levying of a flat rate not exceeding 6s. per gross, equivalent to $\frac{1}{2}$ d. per mantle, is necessary for the British mantle industry to maintain itself in a healthy state.

ACTION BY THE GOVERNMENT

The above summarize the recommendations of the committees; and the President of the Board of Trade has now issued definite particulars of the Safeguarding proposals which he is to introduce into the House of Commons to-day. These resolutions follow to some extent the recommendations of the committees, and propose the imposition of a Safeguarding duty for five years.

As regards gas mantles, however, the duty actually proposed is 6s. per gross for mantles for incandescent lighting whether collodionized or not, and 4s. 6d. a pound on impregnated hose or stockings for use in the manufacture of such mantles.

[According to a cable from Mr. H. Watson dated December 8, the proposals regarding wrapping paper have been postponed until next session. An Imperial preference reduction of one-third off Safeguarding duties on cutlery, gloves, and gas mantles will be made.]

THE GLASGOW SUGAR MARKET AND BEET SUGAR COMPETITION

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, November 28, 1925.—It is reported that the Government subsidy to the beet sugar industry is causing grave concern among sugar refiners at Greenock, where between 1,000 and 1,500 workers are engaged in sugar refineries.

The point of view of the refiners is that the subsidy allows the beet factories to compete unfairly with them in the production of refined sugar. The output of the fifty beet factories which it is expected will be erected throughout Great Britain in the near future (there are now thirteen) is estimated at 400,000 tons, and this development may kill the sugar refining industry. At the time the Subsidy Bill was introduced into Parliament the Greenock Association protested and made every effort to secure a modification of its terms, particularly in the direction of providing that the home-grown subsidized beet sugar should displace not the product of existing British refineries but the imported article from overseas refineries. None of these proposals was accepted, and the British refiners have not only to meet what they consider as the unfair competition of foreign sugar dumped into this country at prices much below selling prices in

the country of origin, but also the heavily subsidized home production of beet sugar, which is increasing rapidly. As an offset to this threatened competition one of the Greenock refineries is striking out on a new line by building a beet factory to work in conjunction with the refinery. The beets are being grown on about 1,500 acres in Ayrshire and in other areas. This company is in a position to readily switch operations from cane to beet sugar or the reverse when occasion demands.

There are no statistics published relating to the imports of Canadian refined sugar into Scotland as apart from the returns for the whole of the United Kingdom, but Canadian sugar is reaching the Glasgow market in large quantities this year, and the figures for the whole kingdom for the first ten months of the year show an increase over the same period last year of 152 per cent. During this period of 1925 the imports of refined sugar from Canada amounted in value to £1,791,000, as compared with a value of £710,000 for the same period in 1924 and £965,000 in 1923. For October alone this year the imports from Canada had a value of £93,686 as compared with £744 for October, 1924, and with £2,222 for October, 1923. For the first ten months of this year the imports from the Netherlands, Czecho-Slovakia, and the United States amounted in each case to very nearly the same figure, about £2,750,000, so that Canada, with nearly £2,000,000, is one of the largest shippers of refined sugar to the British market.

The meltings of the Greenock refiners from the beginning of the year up to about the end of November amounted to 136,038 tons as compared with 164,310 tons for the same period last year. They have melted this week 3,150 tons, and their sugars have experienced an improved demand. Their quotations on the 26th instant were 28s. 6d. for fine crystals, 27s. 6d. for fine granulated, 27s. for ordinary, and 21s. 6d. to 24s. for yellows, all per cwt. (112 pounds) duty paid. Continental sugars have been in demand recently at an advance of 9d. On the 28th instant the quotations were: fine Dutch, 15s. 3d.; ordinary, 14s. 9d. Czecho-Slovakias, for November-December delivery, were held for 14s. 9d., and April-August for 15s. 9d., all f.o.b. For American granulated the quotation is now 15s. 4½d. c.i.f. for December shipment.

PRODUCE IN THE GLASGOW MARKET

TRADE COMMISSIONER G. B. JOHNSON

BUTTER

Glasgow, December 1, 1925.—Glasgow market reports show that conditions have ruled quiet during the past fortnight, and prices for all grades, except Danish, are almost unchanged. The Danish market, owing to an improved demand from Germany and other Continental countries, has improved, and prices show a fair advance during the past two weeks. It is the opinion that this advance will only be temporary, but with the severe winter conditions all over the Scandinavian countries it seems unlikely that any considerable reduction will be experienced. Supplies of butter in the *Ruahine* from New Zealand came to a good market, especially for new season's goods, and commanded fair prices, but the amount of butter in cold store prevented the higher values which otherwise would have been seen. Both the wholesaler and large retailer declined to pay the difference between fresh new season's goods and cold stored. Argentine butter is reported to be showing the best value of any grade, but the market remains slow, and sales are difficult to make. There is too much of this butter in cold store, and owing to deterioration of quality, the whole trade in this grade is now suffering. Fresh arrived butter from the Argentine meets with a fair sale. Canadian supplies are moving slowly: those from the Irish Free State are unusually good for this time of year.

CHEESE

The demand shows some little improvement, and prices remain fairly steady. The last direct boat from Montreal is due to leave about the end of this week. The demand for Canadian is a little more animated. Home make meets with a fairly active demand. Arrivals from New Zealand are very small, but January and February will show a considerable increase.

EGGS

There has been a steady demand for all classes of eggs during the past week. One importer's prices for Canadian extras are 20s. to 21s. 6d; Australian (in 3-hd. cases), 25s.; American, 17s. 6d. For new-laid Irish eggs: selected, 33s.; medium, 24s. Polish and Russian eggs range in price from 15s. to 16s.

WEST OF ENGLAND EGG MARKET

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, November 27, 1925.—Egg prices are holding firm and have recently advanced in the West of England. New-laid range from 33s. (\$8.02) to 36s. (\$8.75) for English, with a few Irish at 31s. (\$7.54).

This being the tail end of the Russian season, supplies are falling off fast, although cold stored from Riga are being offered at 15s. (\$3.65) to 16s. (\$3.89).

Canadian offerings in Bristol and South Wales are few and far between, and range about 19s. (\$4.62) to 20s. (\$4.86) per 120.

Chinese supplies are in every importer's sheds visited, and are reported good quality and plentiful, wholesale prices ranging from 16s. (\$3.89) for 15½ pounds to 13s. (\$3.16) for 13 pounds net.

Increasing South African supplies and shipments from the Argentine are outstanding factors. At time of writing the former are offered at from 16s. (\$3.89) to 21s. (\$5.10) for weights from 13 pounds to 16 pounds, whilst the latter, extra selected, are commanding 16s. 6d. (\$4.01).

California offerings are at 21s. (\$5.01). In addition there are offerings from Ireland, Holland, Italy, France, Ukraine, Belgium, and Australia.

Of the many egg-importing concerns in the United Kingdom, there are two outstanding groups. One company has gathering and packing stations all over Europe—in particular in Scandinavia; another has extremely strong connections in the Shanghai district of China, and in many other countries. These groups have branches in Bristol and constitute the chief egg-distributing depots in the area. A recent offer of direct Canadian supplies did not bring forth much response, but there are always sales to be made if the market and prices are right.

Exchange is based at \$4.86 to the pound sterling.

MACHINE TOOLS FOR THE ARGENTINE

The Argentine Republic offers an excellent and expanding market for the sale of machine tools of practically every description. Machine tools are constantly required by the various Government departments for army and navy work, by port authorities, State railways, and other public bodies, and also by metal foundries, railway repairing shops, ship repairing yards, garages, power stations, etc. Local production commenced during the war period and is mainly confined to light lathes, drills, grinders, and small punching machines for use in the smaller engineering works. This competition, however, cannot be regarded as very serious, as locally produced tools are considered very crude. The most severe competition emanates from Germany. France, Denmark, and Belgium also enjoy a share of the trade.

AUSTRALIAN DEFERRED DUTIES

Information has been received from the Commissioner for Australia in New York regarding further postponement of the operation of certain Australian deferred duties. These are duties, which, although appearing in the tariff, have not been operative, and the bringing of them into force has been deferred from time to time. On the items now in question, the rate under the general tariff, until the deferred duty comes into force, is 25 per cent ad valorem on item 197 (B), and 10 per cent ad valorem on the other items. In the present notice the operation of deferred duties were further postponed as follows:—

Item 136F, iron and steel hoop to April 1, 1926, except hoop iron $\frac{1}{2}$ inch in thickness of the following widths, viz: 1, $1\frac{1}{8}$, $1\frac{3}{16}$, $1\frac{1}{2}$, $1\frac{5}{16}$, $1\frac{3}{4}$, $1\frac{7}{16}$, $1\frac{1}{2}$, $1\frac{1}{2}$, $1\frac{1}{2}$, $1\frac{1}{2}$, 2 inches, which came into operation on September 30, 1923.

147 Iron and steel viz: Plates and sheets plain tinned to April 1, 1926.

152 (A), Iron and steel tubes or pipes (except riveted, cast, close jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes to April 1, 1926.

194 (D), Chain, n.e.i., not made up into serviceable articles to January 1, 1926.

197 (B), Cutlery, spoons, and forks n.e.i.; and Knife Sharpeners to April 1, 1926.

279 (A), Citric acid to April 1, 1926.

IMPORTS OF CONDENSED MILK INTO BRITISH WEST INDIA COLONIES FOR YEAR ENDED DECEMBER, 1924

(Compiled by External Trade Branch, Dominion Bureau of Statistics Branch)

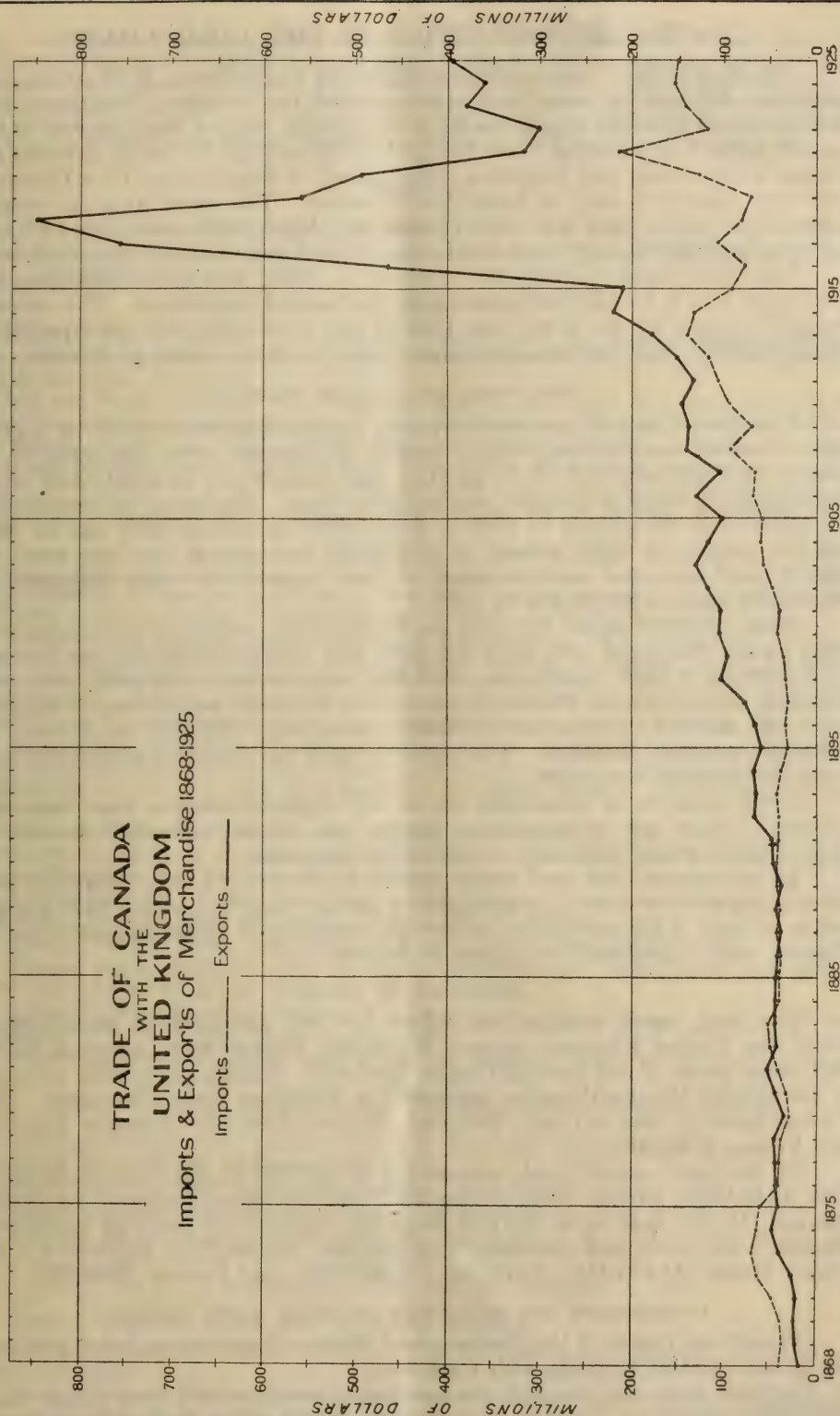
Colony	Total Imports		Imports from					
			United Kingdom		United States		Canada	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	lb.	\$	lb.	\$	lb.	\$	lb.	\$
Bermuda.....								
British Guiana.....	605,215	114,886	18,547	5,601	45,346	7,476	493,375	92,973
British Honduras.....		140,810				10,388		129,893
Bahamas.....		90,058		1,168		59,339		29,492
Barbados.....		51,971		7,066		19,602		14,639
Grenada.....	10,957	2,185	301	112	1,308	258	9,348	1,815
Jamaica.....	3,426,847	518,387	10,100	1,426	866,914	131,103	1,330,921	356,186
Leeward Islands—								
Antigua.....	8,729	1,363	798	204	1,042	161	9,889	998
Dominica.....	3,990	720			966	161	714	97
Montserrat.....	800	131	100	24	250	34	350	48
St. Kitts-Nevis.....	11,873	3,416	1,569	1,061	1,524	321	7,520	1,791
Virgin Islands.....	451	112			101	19		
St. Lucia.....	4,160	964	588	214	726	136	2,830	598
St. Vincent.....	1,128	204	694	127	356	58	78	19
Trinidad and Tobago.....	2,146,766	370,557	25,272	7,373	154,695	27,044	1,356,080	245,951

TRADE OF CANADA WITH THE UNITED KINGDOM, 1868-1925

The drawing on the opposite page shows graphically the trade of Canada with the United Kingdom from 1868 to 1925. Up to 1891 imports and exports were fairly well balanced, but since then Canada has had a decidedly favourable balance of trade which was greatly accelerated by the exceptional demands caused by the war. The present tendency appears to be for Canada to sell more to and to buy less in the United Kingdom.

TRADE OF CANADA WITH THE UNITED KINGDOM Imports & Exports of Merchandise 1868-1925

Imports ——— Exports ———



TRADING OPPORTUNITIES IN THE GOLD COAST

The Gold Coast is the second largest British Possession in West Africa, and comprises the Gold Coast Colony, Ashanti and the Northern Territories, and the mandated territory known as British Togoland, with a total area of 94,600 square miles. It stretches along the gulf of Guinea for 334 miles between the French Ivory Coast and Togoland. The colony is administered by a Governor with an Executive and a Legislative Council. The population is roughly 2,300,000, of which only 2,300 are Europeans. Accra, the capital, has a population of about 38,000, and is the chief port of entry and of export for the Colony.

The Gold Coast Colony was founded in 1874, and since that time has developed into a country of considerable commercial importance. The revenue from all sources for the fiscal year 1922-23 was £3,357,196, with an expenditure of £2,934,994. The customs and railways are the chief sources of revenue.

RESOURCES AND EXPORT TRADE

The Gold Coast is immensely rich in natural resources, which to a great extent remain undeveloped. The country at present owes the bulk of its wealth to the production of cacao (the seed from which chocolate and cocoa are obtained), which is the only crop of importance. Exports of this commodity increased from 80 pounds in 1891 to 113,240,960 pounds in 1913, and to 491,323,800 pounds in 1924, valued at £7,249,878, accounting, this last year, for almost half the total world's supply. Total exports for 1924 amounted to £9,590,121 against £8,394,283 in 1923.

Other products which figure in the export trade returns of the colony with 1924 values, compared with those for 1923, are: diamonds, £85,361, an increase of £75,000 over 1923; manganese, £526,400, an increase of £100,000; kola nuts, £401,398, an increase of £80,000; palm kernels, £110,632, an increase of £53,000; palm oil, £35,755, a decrease of £2,000; mahogany, £257,169, an increase of £100,000; and gold £875,008. The export of gold has remained practically constant for the past five years.

Large deposits of aluminum ore in the form of bauxite have been discovered. These are of exceptional purity, but remain unworked due to the lack of cheap power necessary to economical treatment.

An evidence of the per capita wealth of the Gold Coast compared with other parts of West Africa, is disclosed by the fact that this colony with a population of only 2,300,000 has a purchasing capacity of about one-half that of Nigeria, with a population of about 19,000,000.

DIRECTION OF TRADE

The total import trade of the colony for 1924 amounted to £8,248,008, of which the United Kingdom secured £5,406,982, British West Africa £175,759, and other parts of the British Empire £107,932. Import trade with all parts of the British Empire therefore amounted to 68.69 per cent of the total. The United States is credited with £900,544, Holland £594,003, Germany £571,743, and France £172,548.

Of the total export trade amounting to £9,790,576, the United Kingdom took £3,314,435, British West Africa £411,159, and other parts of the British Empire £18,159, making a total of 33.85 per cent for all parts of the British Empire. The next best customer was Holland (£2,248,876), followed by the United States (£1,835,434), Germany (£1,453,252), and France (£600,037).

OPPORTUNITY FOR EXPANSION OF TRADE WITH CANADA

The official report of the Customs and Marine Departments has the following to say relative to trade with Canada:—

Our direct trade with Canada in the meantime is small, but it is fairly certain that a considerable quantity of flour and other imported articles having their origin in Canada are credited to the United States of America in the Customs statistics, because of existing

trade conditions. Efforts made to establish a direct trade between the West Coast of Africa and Canada have hitherto proved disappointing notwithstanding the fact that these territories are favourably situated for trading with each other from a geographical and Empire standpoint. Canada is a developing country and so is the West Coast of Africa and a trade agreement between the Dominion of Canada and British West Africa would do more to expand trade between these two portions of the Empire than anything else.

IMPORTS

The following items imported during 1924, are taken from the official customs trade returns of the colony and include only those of interest to Canadian exporters.

Group I—Food, Drink and Tobacco

Aerated Waters.—£30,831; from France, Germany, and the United Kingdom. French mineral waters comprise a large proportion, attributable to a great extent to the depreciation of the franc. Duty free.

Ale and Porter.—£59,025; from Germany, Holland, the United Kingdom, and Canada. A noteworthy increase has taken place in cheap German beer. Duty 1s. per imperial gallon.

Biscuits, Bread and Cake.—£65,520; from the United Kingdom and Germany. The main item consists of cabin biscuits, a cheap plain biscuit, sweetened or unsweetened, packed usually in 56-pound boxes or 75-pound barrels. This is an article which Canada should be able to supply advantageously. Duty: in barrels, 1s. 6d. per 100 pounds; in tins and other kinds, 15s. per 100 pounds.

Butter.—In tins, $\frac{1}{2}$ -pound and 1-pound weight, £16,688; from Denmark, the United Kingdom, Holland, and Germany. A small initial shipment was made from Canada. With direct steamship communications now in operation, there is an opportunity for Canadian producers to secure regularly a portion of this business. Duty 3d. per pound.

Confectionery.—£12,173; mostly from the United Kingdom. It is believed that if Canadian manufacturers will arrange to ship in air-tight cans or containers, there is no doubt about their ability to secure a big share of the West African trade, because their chocolates are in quality and finish superior to any other lines entering the market. Besides chocolates, there is a good demand for chocolate bars and boiled sweets. Duty 2d. per pound.

Canned Fish.—£127,876. Canada secured fourth place in shipments of canned fish in 1924, being exceeded only by the United Kingdom, Portugal, and Holland. Salmon is undoubtedly the favourite, but large quantities of herring, sardines, and pilchard are also purchased. Duty 6s. per 100 pounds.

Flour of Wheat.—£211,589. Canada ranked fourth in the shipments of flour, the United States securing the bulk of the business. There is no reason why Canadian millers should not be able to secure a big share of this valuable trade. Duty 1s. 8d. per cwt.

Canned Meats.—£107,358; from the United Kingdom, Australia, Germany, and the Argentine. Canada's share was small. Duty 8s. per 100 pounds.

Spirits.—Brandy, £5,932; gin, £185,275; rum, £12,228; whisky, £53,021.

Refined Sugar.—£143,494; from the United Kingdom, the United States, and British West Indies. Duty 6s. 8d. per cwt.

Tobacco, Unmanufactured.—£137,480; chiefly from the United States. Duty 1s. 6d. per pound.

Cigarettes.—£171,636; chiefly from the United Kingdom. Duty 1s. 6d. per 100 pounds.

Group II—Raw Materials and Articles Mainly Unmanufactured

Lumber, Dressed and Undressed.—£51,871; from the United States and the United Kingdom. Duty 50s. per 1,000 superficial feet.

Coal.—£101,270; from the United Kingdom. Duty free.

Lime.—£11,781; from the United Kingdom. Duty 5s. per ton.

Lead, in sheets and bars.—£4,771; from the United Kingdom. Duty £4 13s. 4d. per ton.

Group III—Manufactured Articles

Apparel.—£125,482; chiefly from the United Kingdom.

Boots and Shoes of Leather.—£23,703; chiefly from the United Kingdom. Duty 20 per cent ad valorem.

Motor Cars and Parts.—£261,641; chiefly from the United States and the United Kingdom. Duty free.

Motor Cycles.—£6,806; from the United Kingdom. Duty free.

Bicycles and Parts.—£11,649; from the United Kingdom and Germany. Duty free.

Cement.—£88,005; came chiefly from the United Kingdom, with small shipments from Belgium, Germany, Denmark, and Holland.

Hats and Caps.—£35,509; chiefly from the United Kingdom. Canada's share was small.

BANKING

The Bank of British West Africa, and Barclays Bank (Dominion, Colonial and Overseas) formerly the Colonial Bank, control the banking business of the colony. The latter institution is affiliated with the Bank of Montreal.

SHIPPING

Direct steamship communication between Canada and West Africa has been inaugurated by Messrs. Elder Dempster Company Limited, and Canadian shippers are now assured of a regular service. The port of call is Freetown, Sierra Leone, from which port transshipment is made within a few hours by other boats of the same line to Accra and other points on the Coast.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, December 10, 1925.—The industrial situation in the United States at the moment is well indicated by the condition of the steel industry, which is now operating on an 87 per cent basis. In November steel ingot production was at a daily rate of 156,000 tons as compared with 144,000 tons in October, and the *Iron Age* reports that if the December output equals that of November, the 1925 total of production will be 44,100,000 tons, or one half million tons greater than the record of 43,619,000 tons in 1917. It is reported that other industries are showing less than a seasonal decline. Activity in both the building and automobile industries is being maintained. It is anticipated that the close of the current year will witness the end of the building shortage and a return to normal building activity will undoubtedly reduce the volume of construction and to that extent affect other dependent industries. In the automobile industry there was an increased production in November, the total production for the ten months of this year being almost equal to that of the previous twelve months. A continued improvement is reported in the textile industries, which for a long period were in a state of depression. A larger cotton crop now seems assured and prices of raw cotton have declined.

Conditions in the agricultural regions do not appear to be entirely satisfactory. The price of corn and oats is depressed, although wheat is at its highest and good prices are being received for live stock and dairy products. Referring to the agricultural situation in his address to Congress, the President said in part:—

The position of agriculture as a whole has very much improved since the depression of three or four years ago. But there are many localities still in a distressing condition. On the other hand, there are localities and individuals who have had one of their most prosperous years. The general price level is fair, but here again there are exceptions both ways, some items being poor, while others are excellent. In spite of a lessened production, the farm income for this year will be about the same as last year and much above the three preceding years. While wholesale prices of other commodities have been declining, farm prices have been increasing. There is every reason to suppose that a new era in agricultural prosperity lies just before us, which will probably be unprecedented. •

There has been unusual activity in the stock market and a large increase in the value of foreign loans issued. Four Federal Reserve banks recently increased their discount rates from 3½ to 4 per cent. Foreign exchange has fluctuated only slightly. The Canadian dollar remains at a premium.

UNITED STATES COTTON CROP

Mr. Frederic Hudd, Canadian Trade Commissioner, New York City, writing under date of December 9, 1925, reports that the final United States Department of Agriculture estimate of cotton production for 1925 forecasts a total of 15,603,000 equivalent 500-pound bales. This figure is based on reports as of December 1, and is 305,000 bales greater than the estimate based on November 14 reports. Last year's crop totalled 13,627,936 bales.

METAL MANUFACTURES AND MACHINES FOR SIAM

TRADE COMMISSIONER A. B. MUDDIMAN

[Subjoined is the third of a series of reports on the Siamese Market by Mr. Muddiman. The first, introductory to the series, was published in No. 1140; and the second, on Food Products, in last issue.]

The following notes deal with Siamese imports of (a) metal manufactures; (b) metals in the rough; and (c) machinery. Local statistical information is of little assistance in discussing hardware in its various forms such as shelf, builders', cabinet, vehicle, marine, etc., because all lists are based on the metal of the goods rather than on the trade classification basis. Thus one finds Germany leading all countries in imported aluminium manufactures, China in brass manufactures, and the United Kingdom and Germany sharing what copper manufactures there are. As more precise information is desired, the writer will, after dealing with the trade in bars, sheets and sections, etc., offer a few observations on branches of the hardware imports.

IRON AND STEEL MANUFACTURES

The United Kingdom still leads in the imports of bars, sections, etc., but owing to their low exchange, Belgium and France are making inroads on her supremacy. As the United States does nothing in these lines, it would not seem possible that Canada could compete. In sheets and plates England is still the chief source of supply, while in galvanized sheets, both flat and corrugated, her supremacy is unquestioned, supplying 7,472,652 kilogrammes last year out of 9,359,016. (The United States only shipped direct 4,057 kg.) In the tinplate trade the United Kingdom has the monopoly, but in wire nails Germany leads, followed by Belgium, and it is noticeable that the United States does nothing against European competition cut to the bone. In wire and manufactures thereof two-thirds of the trade is held by Germany and the United Kingdom, the United States shipping under 2,000 kg.

There is a good market in Bangkok for wire cloth. One importer stated that there are only three kinds which are desired and supplied. (A sample is on file at the Department of Trade and Commerce, Ottawa.) The meshes used are 11 by 12, 12 by 12, and 12 by 13, and the Birmingham wire gauge of each kind is 21, 22, and 24. The average c.i.f. price is 15 to 16 cents.

In nails (other than wire), screws, and rivets Belgium is capturing a share of the United Kingdom trade. So far as railroad material is concerned, France and Belgium with their low currencies have control of the whole business that is offering.

ENAMELLED GOODS

Only the cheapest lines of hollow-ware are in demand among the bulk of the population. Even Continental nations find it hard to compete at the present with cheap Japanese products but when the Siamese have appreciated the lack of wearing qualities of Japanese imports a revulsion may set in. The United States does practically no business; because goods are sold on price, not on quality. Germany supplies, as elsewhere in the East, the monumental cuspidors in use.

BUILDERS' AND SHELF HARDWARE

The trade in shelf hardware, in which England at one time was supreme, has been attacked by Belgian and French manufacturers favoured by their low rate of exchange. One English traveller in these lines, who has been visiting the East since 1900, told the writer, when showing him his samples, that in door hardware France was 20 per cent cheaper. The business in locks is largely German. Curtain poles and rings are in little demand, and the same applies to bathroom fittings. The trade in rivets is smaller than in bolts and screws, and neither reach any large dimensions. Hinges are imported from Sweden; fishing hooks, as elsewhere in the East, from Norway. There is practically no demand for valves; certainly not for high-pressure ones. Small cheap hand pumps used in connection with the rice fields may find a market. There is too little wind for windmills to find any sale. Poultry wire is in use, but prices must be exceedingly low to reach the market. England and Japan supply such nickel fittings, etc., as are used. In the paint trade the United Kingdom supplies the bulk of the demand: United States shipments only amounted to 2,700 kilogrammes out of a total of 795,464, though some American paint comes in from Singapore. To push paint sales in this market will be very expensive, and not in the writer's opinion advantageous for Canadian factories except perhaps in the case of automobile paints. Even then the return will probably be small.

METALS IN THE ROUGH

The chief metals in the rough imported by Bangkok are copper, iron, lead, and zinc. Tin is mined in Siam, but it is also imported, in a small way for local use, in smelted form from the smelting works in Singapore and Penang.

It is difficult to give information as to original sources of supply, as local statistics give the country of consignment, not the country of origin. For example, the bulk of the 133,446 kilogrammes of copper listed are from Hong Kong or Japan, with the United States credited with nothing for the last fiscal year. The United Kingdom controls the iron trade: 487,933 kilogrammes out of 500,411. A very advantageous freight rate is said to be offered by a Continental line, who also have a branch in Bangkok that merchandises this product. It is certain that the prices at which corrugated iron sheets are offered on the Bangkok market make but little allowance for freight. Lead is furnished largely from Japan, while Belgium is as strong in the zinc trade as England is in the iron. It is interesting to note, when one remembers Belgium's position generally in the zinc trade in the Orient, that Canada ships Belgium zinc ore and spelter and buys back zinc in sheets and plates. The import total for all other metals for the past fiscal year in Siam was an average one and figures only 163,788 kilogrammes.

PRIME MOVERS

(a) *Rail and Road*.—Ten rail locomotives were imported last year, four from the United Kingdom and six from France. Owing to abnormally low exchange rates, France is able to do considerable business in machinery that she would never otherwise be able to export. For example, the four British locomotives were valued for duty purposes at 171,518 ticals and the six French at only 187,029 ticals. Five road locomotives were imported, probably all English. (Prime movers of this type must be wood-burners.) Recently a call for eight steam rollers went to England, thirty tenders being received from Great Britain, France, Germany, and Denmark.

(b) *Rice Milling*.—Germany, through good salesmanship, has maintained recovered ground. It is said that engineers were kept on the spot who put in order machines if broken.

(c) *Marine Engines*.—There is a good market for these, and one that should increase, and the writer recommends serious consideration of it to any Canadian manufacturer who can compete in price. The office in Singapore is in touch with a firm of Siamese boat builders who would be interested to hear from any Canadian exporter. It must be remembered roads are few and short in Siam, with the exception of the Northern Line and the Malay Peninsular Line, all communications in Siam are waterways. Stores and houses are on the klongs on canals. There are water markets, and inland trips are made once off the line by water. Seventy-five marine engines were imported last year, as against 42 in the previous year. The United Kingdom sent 42 and the United States 11. There is also a good field for motor boat engines, and in this the above-mentioned firm of boat builders are more particularly interested. Bangkok is the junk market for Singapore's dilapidated motor cars, and this firm are anxious to purchase those accessories by which a second-hand Ford engine can be turned into a motor boat engine for small native launches.

(d) *Agricultural*.—This office is in touch with a technical Continental house that is interested in crude oil and kerosene caterpillar (or otherwise) tractors from 20 to 60 horsepower. Sales are made more on price than quality.

NON-PRIME-MOVING MACHINERY

There is a sale for water pumps connected with crude oil or kerosene motors. One Canadian firm who had forwarded c.i.f. prices has obtained some business. Also business was offered to the same factory for small kerosene motors connected with electric dynamo (direct current 110 volts). This type of machine is used for irrigation purposes in connection with the rice fields. Offers from other factories are desired with full particulars and, above all, c.i.f. prices.

The rice-milling non-prime-moving machinery business is still held largely by a well-known Scottish firm of specialists and is hardly of interest to Canadian exporters. In textile machinery there is as yet no western business, although it should be noted a busy colony of Chinese weavers is being established in Bangkok who may at a later day become a real force in the piece goods trade of Siam. At present it is generally run by small bodies of Chinese on a co-operative plan. The United States is selling a little agricultural machinery, but the whole business is minute.

In dredging machinery practically no business has been done for the past two years, and on account of necessary Government economies, the opinion may be expressed that it will not increase until funds are available or a pressing necessity for an increase in irrigation makes heavy expenditures urgent. The Royal Irrigation Department state that the dredgers they employ are of three types, namely, suction, bucket and shovel. The type preferred is the suction which delivers mud direct on to the banks.

MACHINE AND OTHER TOOLS

The machine tool trade in Siam is rapidly passing back from England to Germany. The United States has also made great strides. In the hand tool trade England leads. The writer found cheap American hand forges on sale, and it is suggested that Canadian makes may be able to compete. There is a demand for large-size circular saws. Germany does not make these, and United States prices are too dear. As these are used for teak, a steel hard enough to stand up to the wood must be used. An inquiry was received for a circular saw with diameters 3 feet 6 inches, 5 feet 6 inches, 6 feet and 6 feet 6 inches. There would seem to be a possible small opening for Canadian lawn mowers, but large business need not be expected. To obtain it, c.i.f. prices and catalogues must be sent. Only the cheapest machines are as a rule inquired for. In the sewing machine business Germany has outstripped the United States.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, December 1, 1925.—No marked change has taken place in commercial conditions during the month of November. Mining continues to be active, more especially in connection with the production of silver, and manufacturing industries in general are reported to be working at a rate slightly below normal; the textile mills have suffered to a certain extent from strikes, more especially in the capital.

The production and export of petroleum continues to decrease, as will be seen from the following figures for 1925, which represent the latest available information on the subject:—

Month	Production Bbls.	Export Bbls.
January	11,377,390	10,398,012
February	10,488,386	9,732,398
March	11,765,835	10,535,895
April	11,303,463	9,134,395
May	10,731,482	9,919,820
June	9,660,541	8,446,193
July	8,481,618	7,818,759
August	8,244,196	6,201,556
September	7,550,101	6,509,320

On the other hand, over 250 new wells have been brought in during the present year, with a total approximate daily production of some 780,000 barrels.

A projected law regulating the extent to which foreigners may hold land and property in Mexico is at present under consideration by the Government. This law is intended to provide that no foreigner may hold land or water rights within a zone of 100 kilometres ($62\frac{1}{2}$ miles) from the international frontier, or within 50 kilometres ($31\frac{1}{4}$ miles) from the coast. In order to hold similar rights, including mining concessions, in other parts of the republic, foreigners must agree to consider themselves as Mexicans in all matters concerning such rights. Additional regulations are proposed with reference to companies engaged in agricultural operations, which must be under Mexican control to the extent of at least 50 per cent. This projected law has caused a considerable amount of discussion, but its final form has not yet been settled.

The operations of the "Banco de México," to which reference has been made in previous reports, have met with considerable success. The issue of paper money has been handled with discretion, and no effort has been made to force the bills of the bank into circulation—in fact, these bills are met with only infrequently, and do not yet form the standard medium of exchange; their value remains at par with gold, which means that they command a slight premium over silver, this premium at present being about $1\frac{1}{2}$ per cent.

Exchange in New York remains firm, the general quotation during the month being about 48.80 cents to the peso (par value 49.85 cents).

PULP AND PAPER SITUATION IN BRAZIL

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, November 25, 1925.—The market for woodpulp in Brazil is fairly steady and increasing because of the rapid expansion of the paper manufacturing industries. Importation of all classes (combined in the tables) in metric tons is as follows for the years 1918 to 1923: 1918, 12,500; 1919, 6,879; 1920, 9,040; 1921, 3,220; 1922, 10,732; 1923, 18,489. In 1918 the United States was the chief supplier with 4,730 tons, Sweden second with 3,836 tons, and Canada third with 2,360 tons. By origins there are no more recent statistics, but it is understood that to-day Germany and Sweden share the greater part of the market between them.

The trade estimates that about 80 per cent of pulp imported is mechanical, at present selling (German quotation) at about £10 per metric ton c.i.f. Rio.

The duty on pulp of any quality, destined for the manufacture of paper, is the same as on newsprint, namely 10 reis per kilo, which equals 38 cents Canadian at present exchange. Scandinavian practice is to ship in bales of 200 kilos; and prior to shipment the blocks of pulp are freely perforated by a sharp instrument in order to avoid possible—and not unusual—classification as cardboard.

NEWSPRINT

Brazilian Government statistics for imports of newsprint are available only up to 1923 and are as follows in metric tons: 1920, 34,702; 1921, 22,617; 1922, 37,078; 1923, 39,516.

Unfortunately statistics by countries of origin are not available for any year subsequent to 1918, but the greater part of present import is undoubtedly from Germany, Norway and Sweden. Present prices are between £17 and £21 per ton. Newsprint rolls for this market vary between 200 and 300 kilos. The most important Brazilian paper, the *Jornal do Commercio*, uses newsprint of 60 grammes per square metre, but the majority of other newspapers use newsprint of 52 grammes per square metre. Sheets chiefly used are as follows, the terms BB and AA being local designations for the particular weights and sizes indicated:—

	Kilos per ream
BB 66 x 96 centimetres, 55 grammes	17.424
AA 76 x 112 centimetres, 55 grammes	23.408
BB 66 x 96 centimetres, 94 grammes	29.779

Newsprint imported for use by newspapers, up to a maximum weight of 65 grammes per square metre, pays 10 reis per kilo according to the customs tariff. Reduced to paper this amounts to 27 reis, or at present exchange about 38 cents. If designed for commercial concerns other than newspapers, the tariff assessment is 300 reis per kilo, which equals 810 reis reduced to paper, or 11.5 cents Canadian at present exchange.

It will thus be seen that the direct importation by newspapers entails an advantage of decidedly wide significance.

WRITING PAPER

Imports in metric tons of writing paper for the years stated were: 1920, 2,869; 1921, 1,434; 1922, 1,607; 1923, 1,566. Generally speaking, the import of writing paper is diminishing because of local manufacture and high duties. For example, ordinary writing paper under item 612 of the tariff pays 200 reis per kilo, which reduced to paper at present exchange amounts to 540 reis or 7.7 cents Canadian. In the experience of this office most Canadian bonds or first-rate sulphites are too high in quality, but some business might be developed for writing papers in competition with a fair-quality article selling locally at about 25 cents per kilo duty paid. A better quality bond, made in São Paulo, for Rio distributors and watermarked ROYAL BOND, is sold at a price of about 2\$400 per kilo (34 cents Canadian). Paper without watermark is imported at about £28 per metric ton c.i.f. Rio, the wholesale selling price being about 24 cents per kilo. A cheaper quality is imported at about £24 per ton c.i.f. Rio and retailed at about 20 cents.

As regards sizes and weights, paper is of course imported by kilos and tons of a thousand kilos, the ream varying in number of sheets between 450 and 500. Bales contain from four to ten, and in some cases twenty reams. All measurements of course must be in centigrammes, and the substance of the paper designated in grammes per square metre, such as 40, 45, 50, 57, 63, 76 and 94 grammes per square metre.

Printed, ruled or lithographed papers are charged prohibitive duties.

KRAFT PAPER

This is not separately classified in the Brazilian statistics, but is presumably included under the item "manufactures of paper unenumerated," as follows, in tons of 1,000 kilos: 1920, 6,080; 1921, 385; 1922, 2,421; 1923, 552.

But this item includes tissues (except cigarette papers), glazes, parchments and all papers in blank except newsprint, wallpaper and writing papers. Great quantities of kraft, wrappers and cheap mechanical pulp papers are made in São Paulo.

TISSUES

Cheaper quality tissues for toilet purposes, towels, table napkins, etc., are largely made by local industries, but Germany is shipping considerable quantities. Prices of samples submitted to this office from various Canadian companies have always proved too high.

At present quotations on varying grades of tissues, chiefly from Germany, are between £47 and £51 c.i.f. per metric ton.

GENERAL CONCLUSIONS

Reference has been made to privileges attaching to importation by newspapers. This circumstance is taken advantage of by unscrupulous dealers who import large quantities of paper other than newsprint but designated and classified as such and consigned to some journal or magazine.

For this reason, and also because of high prices by comparison with the German, very little North American paper has reached the market during the last few years. Germany, on the other hand, and in a lesser degree Norway and Sweden, are doing well and a number of the more important German firms carry large stocks from which orders are filled without delay, the buyer undertaking to replace the stock so made over to him by an order on Germany consigned through the particular newspaper for which the local German firm is operating.

The situation may be summed up as follows:—

(1) The market for mechanical pulp is growing yearly, and the success of Canadian exporters depends wholly upon price. The same applies to chemical pulp in a much lesser degree.

(2) The newsprint market, in respect of newspapers, magazines and so forth, is equally accessible to all, and success depends wholly on price.

(3) The market for krafts, cheaper writing papers, certain forms of tissue and toilet paper, and of the cheaper grades of Bristol board, strawboard and corrugated board, is highly protected by tariff and supplied by local industries. The importation of higher-quality writing papers, rag-content papers, glazes, parchments, tissues and so forth is primarily dependent upon the delivered price.

(4) High duties preclude any possible importation of printed, engraved, lithographed or otherwise highly worked papers.

(5) The boxed stationery market is very limited and is almost a Dutch and English monopoly.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TREATY RIGHTS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, November 14, 1925.—In view of the many conflicting reports now appearing in regard to treaty rights of foreigners in China, it may be of interest to Canadian manufacturers either actually or potentially interested in this market to have before them the situation as it affects commercial firms in Treaty Ports doing business with China. Canada shares as a matter of course in all treaty rights enjoyed by Great Britain in China.

For the purpose of a short survey, the trading rights of British (including Canadian subjects), in common with the nationals of other Treaty Powers, are briefly as follows:—

(1) The right to import goods into and export them from certain specified places at a fixed tariff of 5 per cent and in accordance with specified customs regulations.

(2) The right to live in these specified places, most of which are maritime or riparian towns, and in them to own land, build houses, warehouses or "godowns" and factories and to engage Chinese employees.

(3) The further right to sell to, buy from, and travel under passport in, the interior, and to arrange for the transport of goods to their destination under transit passes obtainable on payment of an ad valorem fee of $2\frac{1}{2}$ per cent. These passes free, or are supposed to free, the goods from all taxation other than import duty, which, in the case of inward cargo, is paid on importation, and export duty which becomes payable on export.

(4) The right to employ Chinese to act as agents in the interior under foreign supervision and the right temporarily to lease warehouses in the interior for the purpose of storing goods.

(5) The right to navigate under certain regulations China's coastal and inland waters and to lease warehouses and jetties on the banks of the latter.

(6) The right to do all these things subject only to the jurisdiction of their own courts and to the payment of such taxes and fees as are provided for by treaty.

It will be noted that, whereas in most parts of the world an alien's right of residence is unlimited and includes, subject to conditions, the right to trade, in China the foreigner's right of residence is limited and is sharply distinguished from his right to trade.

It will also be noted that whereas in most countries residence makes a foreigner amenable to the jurisdiction of the courts of the land in which he lives, in China the only foreigners who are subject to Chinese courts are those whose countries have either made no treaties with China, or whose treaties have been abrogated. Before the Great War, Russians, Germans, and Austrians, like other Treaty-Power foreigners, were subject only to their own Consular courts; to-day they are subject to Chinese, and by virtue of that fact, unless prevented by the Chinese for some particular reason, can live anywhere they please.

There are 49 so-called ports at which the Maritime Customs collect duties, of which 25 were opened by treaty with Great Britain, 13 by treaty with Japan, and 5 by treaty with France, while three ports were opened by Chinese Imperial decree.

In addition to these 49 "ports," of which only 22 are actually on or very near the coast, and some of which—Harbin, for example, include sub-stations—there are 33 other places, sometimes referred to as "marts" which have been opened to international residence and trade. Further, there are on the Yangtze and the West rivers, 12 places where foreign vessels may call for the embarkation or disembarkation, of passengers and cargo, and 13 where they may call for or disembark passengers only. These places are known as ports of call. Foreigners have no right of residence in them.

Thus in addition to their right to travel under passport throughout the country, and their right to navigate inland waters in specially registered vessels, traders have residential and trading rights in respect of 82 places in China. There are in addition to these, other places where foreigners live and trade without actually having the right to do so, such as Changtu and Yunnanfu.

At certain of these cities—Tientsin, Hankow, Kiukiang, Chingkiang, and Canton—there are concessions; at Shanghai and other places there are settlements; and at other centres again—Amoy and Soochow, for example—there are both concessions and settlements, the distinction between the two being that in the former the land is leased to the foreign government concerned, an annual land tax being paid by it to the Chinese Government, while in the latter the land is set apart for foreign residence by the Chinese Government, but not leased by it. In a concession, foreigners obtain titles to land from the power concerned, through its consular authorities; in a settlement, they obtain them direct from the Chinese.

In all concessions, and in most of the settlements, foreigners enjoy, in addition to the rights of trading and residence common to all the "ports" and "marts," the right of conducting their own municipal affairs, including those appertaining to taxation and police. All the concessions and most of the settlements have definite prescribed boundaries; foreigners' rights of trading and residence, however, are not confined by them, but extend to the whole area of the place in question. Peking has a defined Legation Quarter, and is not supposed to be a place at which foreigners may trade, though actually they do.

The writer is indebted to the British Chamber of Commerce, Shanghai, for assistance in the elucidation of the actual trading rights of British subjects. Canadian manufacturers who may be considering their own establishments in China are recommended to secure the advice and assistance of this chamber in so far as legal and commercial requirements are concerned.

INTEREST IN FOX FARMING IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, November 26, 1925.—Various inquiries have been secured by this office from Canadian fox farmers as to the demand for breeding stock for Belgium. As, however, the industry was comparatively unknown, it was found impossible to interest the larger fur firms or financiers in this business until the public had been sufficiently informed to arouse a definite preliminary interest.

The ground had been prepared to a certain extent by a series of articles appearing in the French *Vie à la Campagne*, which is largely read in Belgium. The possibilities of the industry in a new field lie in the direction of supplying breeding stock to new farmers and to enthusiasts in the development of the industry, rather than in the immediate sale of pelts, particularly as time is necessary to breed up the foxes necessary for producing purposes.

Through the co-operation of a Belgian fur trade journal and other publications during the last year, the Belgian public has been regularly supplied with data on the growth of this industry in Canada, shipments abroad and methods of fox raising. As a result, a number of inquiries have been received at this office for further information. Only recently, however, has a company been formed. (The address of this company is on file at the Department of Trade and Commerce, Ottawa, and may be had on application.) The Belgian company, a "société anonyme" (joint stock company), have so far purchased no foxes, but are now in the market for breeding stock and their representative is sailing for Canada shortly. Their plans show an up-to-date fox farm situated in the Belgian Ardennes, in the grounds of the chateau of one of the interested parties in the company, and very well arranged in accordance with the latest practice.

The company believe they can be assured of three months of show in the Ardennes, but the question of climatic conditions has been one of the factors which have deterred others from taking the initiative. They propose to sell and ranch foxes for the account of purchasers.

From other sources it is learned that the provinces of Eupen and Malmedy, the new Belgian provinces, may have as much as five months of snow, besides being the natural habitat of the fox which is found there in large numbers in the wild state, and there are prospects of another farm being started in this area.

Arrangements have been made here for fox insurance at the rate of 7 per cent, with a reduction to 5 per cent should the mortality rate justify the reduction.

WEIGHTS AND MEASURES IN SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER R. S. O'MEARA

Cape Town, October 22, 1925.—Reports relating to the South African Weights and Measures Act of 1922 (brought into force April 1, 1923) and Regulations under it were published in *Commercial Intelligence Journal* No. 980 (November 11, 1922, pages 780-1, and No. 1013 of June 30, 1923, pages 1075-8). There are many sections of the Act which are not of practical interest to Canadian manufacturers, and it would appear from inquiries which we have received during the last year that possibly essentials were lost in the technical detail published in the first report. It is proposed therefore to summarize the position as it affects Canadian exporters, but reference should be made to the Act itself (copies of which are on file with the Department of Trade and Commerce, Ottawa) in all cases where more than a general idea of the regulations is desired. It is impossible to include in a summary instructions which would meet every instance of goods exported from Canada; the schedule attached to this report, however, may be of some use in this connection.

PURPOSE AND ADMINISTRATION OF THE ACT

The purpose of the Act is in effect to standardize measure, weight and capacity, to prevent confusion and to put competition on an equal basis. Further, the Act provides for inspection and control of weighing instruments of every description. It is administered by the Assize Branch, under the Department of Mines and Industries, and practical effect is given to the Act itself by the enforcement of Regulations which may be amended from time to time. It is important to note that the clauses of the Act are themselves a reflection of Government policy, and as such, the Assize office have no alternative but to administer them in the terms of the legislation. On the other hand, the regulations under which specific commodities are named are a variable quantity and may be amended from time to time. The Trade Commissioner's office will always be glad to hear from manufacturers who feel that some clause in the regulations as they stand now is interfering with export business; certain small amendments have already been made at the instance of this office, and the Superintendent of Assize is always ready to consider representations.

STANDARD WEIGHTS AND MEASURES UNDER THE ACT

Contracts and sales within the Union, involving weights or measures, must be made or effected (as the case may be) according to denominations authorized by the Act as follows:—

Standard Pound—Imperial Standard Pound.
Standard Yard—Imperial Standard Yard.
Standard Gallon—Imperial Gallon.

Reference units and legal equivalents of such standards will be found in the first schedule to the Act.

[The use of the term "cwt." should be discontinued in connection with goods imported in the new 100 pounds hundredweight, and the word "cental," or abbreviation "cl.," be used in place thereof.]

SALE BY WEIGHT

A perusal of the Act shows that its tendency is to enforce sale by weight when sale in any other way may lead to confusion or unfair competition. Net weight is indicated, and the regulations specify a number of articles which must be sold and invoiced in this way. These include most agricultural produce, meats (fresh), fertilizers, bread, cement, lime, coal, and most lines of provisions. For some of these, standard containers are specified:—

(A) (a) For butter, butter substitute, margarine, and lard: 8 ounces, 1 pound, or an integral number of pounds.

(b) Cocoa, coffee and tea: 1 ounce, 2 ounces, 4 ounces, 8 ounces, 1 pound, or an integral number of pounds.

(c) Flaked oats, oatmeal, macaroni, vermicelli, spaghetti: 8 ounces, 1 pound, or an integral number of pounds.

(d) Condensed milk sweetened: 6 ounces, 14 ounces; for condensed milk unsweetened: 12 ounces, 1 pound, or an integral number of pounds.

(e) Jam, syrup and treacle: 8 ounces, 1 pound, or an integral number of pounds.

(f) Corn flour and self-raising flour: 4 ounces, 8 ounces, 1 pound, or an integral number of pounds.

(g) Flour and boer meal: 5 pounds, 10 pounds, 25 pounds, 50 pounds, 100 pounds, and 200 pounds.

(h) Salt in bags: 5 pounds, 10 pounds, 25 pounds, 50 pounds, 100 pounds, and 200 pounds.

(i) Sugar in bags: 50 pounds, and 100 pounds, for sugar in packages: 8 ounces, 1 pound, or an integral number of pounds.

For others a standard weight is set for the net contents of the bag or other container:—

(B) Cement in bags, 187 pounds; cement in casks, 375 pounds; lime, white unslaked, 200 pounds; lime, white slaked, 180 pounds; lime, blue, 160 pounds.

From (A) above are exempted fancy jam, loaf sugar, salt in tins, and any article taken from bulk and weighed at the time of sale. An earlier draft of the regulations imposed standards on tinned meats of various kinds, but no such restrictions are now applicable, although it has been suggested that for sizes beyond one pound, only certain multiple weights should be allowed. The Assize Office has agreed to change the wording of multiples for condensed milk to allow entry of bulk packing in tins of one pound or an integral number of pounds, and such packing is now permitted.

MARKING

Generally speaking, all goods sold by weight must have the net weight clearly marked in a prominent position in proximity to the name and description of the contents, and in letters not less than half the size of those used to describe the article. The colour must be distinct from that of the background. Where no printed description appears on the package, the weight may be clearly and legibly marked on a label attached to the package, and it is advisable to use a tag in other cases where there is danger of stencil marks being erased. Abbreviations such as lbs. for pounds are allowed.

The regulations provide certain exemptions from such marking* :—

(a) No marking necessary at all: Flour in bags of 200 pounds net weight; wheat in bags of 200 pounds net weight; oats in bags of 150 pounds net weight.

(b) Need only be marked "Net Weight When Packed." (This provision is intended primarily to cover goods which are subject to variation in weight owing to climatic influence.)

(a) carbonate of soda, washing soda, or glauber salts;

(b) cases containing bar soap;

(c) cheese in original wrapping material;

(d) hams, bacon, or sausage skins when packed in preserving materials;

(e) leather when sold by weight;

(f) tobacco made up in bags or other containers for sale by retail;

(g) treacle sugar.

* Abridged list—items of interest to Canadian manufacturers only.

SALE BY MEASURE OF CAPACITY

Spirits, coal tar products, vinegar, oils and varnishes must be sold by measure of capacity except when in bottles or tins containing less than five fluid ounces. No special regulations are laid down for other fluids except milk (fresh), which in itself does not interest Canadian exporters, although manufacturers contemplating sale of milk cans or other containers should consult the Act (Chapter III, Section 23 et seq) for specifications. Containers must be clearly labelled with the actual liquid contents, except that wines and liquors need bear no special description if sold in bottles of one-sixth, one-twelfth, or one-twenty-fourth of a gallon capacity. Fractional denominations may be used for indicating net contents, and for particulars of marking reference should be made to paragraph under "Marking" above. The weight or measure of the liquid contents of wooden barrels may be branded on the head.

The section of the Act dealing with liquid measure is admittedly vague, and has called for numerous interpretations. As many liquids are apparently excepted (and so may be sold by weight, measure of capacity or merely by the bottle or other container), early amendments are almost a certainty. In a practical application of the rules, the test would appear to be "Is the container ordinarily intended as a measure"? If it is, then assume that the liquid comes under those sold by measure of capacity, and pack and label accordingly.

CATALOGUES

Section 46 of the Act lays down that—

No person shall print, publish, make or cause to be printed, published, made or circulated in the Union any return, price list, price current or any journal or other paper containing the price list or prices current of goods in which the denomination of weights and measures quoted or referred to, denotes or implies a greater or less weight or measure than is denoted or implied by the same denomination of the weights and measures authorized by this Act.

In other words, authorized standards under the Act are the only denominations allowed and Canadian manufacturers must note these provisions. Contemplated amendments provide for the entry of catalogues and price lists made up according to the denominations of other countries, provided there is a conspicuous counter indication to show the difference between the weights and measures referred to and those in use in the Union.

WEIGHING MACHINES

Manufacturers of weighing instruments of every description, and of measures of length or capacity should carefully peruse Chapter IV of the Regulations, and Sections 33-43 of the Act itself, before undertaking shipment to South Africa. No weighing or measuring instrument may be imported into the Union unless it has been approved, in type, by the Assize Department and subsequent shipments must on inspection conform to specifications approved and entered for a first sample. The Act clearly defines the type of instrument allowed, and the types debarred, and covers provisions for inspection and control.

Schedule of Some products exported from Canada with Indication of Packing and Marking required under Weights and Measures Act, South Africa.

Commodity	How Sold	Container	Net Weight must be	Marking	Remarks
Butter, lard.....	Standard container.		8 oz., 1 lb. or integral number of lbs.	Net weight.....	
Canned fish, fruit, vegetables.			No standard.....		
Cement.....	Weight.....	Bags..... Casks.....	187 lb..... 375 lb.....	Net weight on bag or tag Net weight branded on head.	
Cheese.....	Weight.....		No standards.....	Net weight when packed	For cheese in original packing material.
Condensed milk, sweetened	Standard containers.		6 oz., 14 oz.....	Net weight.....	Bulk packing in pounds allowed.
Condensed milk, unsweetened.	Standard containers.		12 oz., 1 lb. or integral number of pounds.	Net weight.....	
Corn flour and self-raising flour.	Standard container.		4 oz., 8 oz., 1 lb. or an integral number of lbs.	Net weight.....	
Fertilizers.....	Weight.....		No standard.....	Net weight.....	For fertilizers other than in liquid form.
Flaked oats; oatmeal; vermicelli; spaghetti.	Standard container.		8 oz., 1 lb. or an integral number of lbs.	Net weight.....	Exempted from marking: Oats, bags of 150 lb. net weight. Oats, crushed, bags of 100 lb. net weight.
Flour.....	Standard containers		5 lb., 10 lb., 25 lb., 50 lb., 100 lb. and 200 lb.	Net weight.....	Exempted from marking: flour, bags 200 lb. net weight.
Hams, bacon, or sausage skins.	Weight.....			Net weight.....	Mark only "Net weight when packed," if in preserving material.
Ink.....			No standards.....	If container intended as measure capacity, mark net contents.	
Jams, syrup and treacle....	Standard containers, except for some fancy jams.		8 oz., 1 lb., or integral number of lbs.	Net weight.....	
Leather.....	Weight or otherwise		No standards.....	If sold by weight, net weight when packed	
Meats, tinned.....			No standards.....	If tins sold as definite weight, mark net contents.	Amendments contemplate standardising for lbs. and over.
Paints, Varnishes, Oils....	Measure of capacity only.			Mark Liquid contents	Exempt bottles or tins containing less than 5 fluid ounces.
Soaps (bar).....	Standard containers.	Cases.....	Case to contain 50 or 100 lbs. of soap, or 15, 20, 25, 30 or 40 bars not less than 14 in. in length to each case of 50 lbs.	Mark "Net weight when packed.	Exempt from marking cases containing bar soap.
Soap (soft).....	Weight.....	Tins.....	1 lb. or integral number of lbs.	Mark Net weight.....	
Soap (tablet and other preparations).				No standards.....	
Sugar (loaf).....	Package or weight		No standards.....	If sold by weight, show net weight.	Loaf sugar only. For sugar in bags and packages standardized containers are stipulated.
Wheat.....	Standard containers.		200 lbs.....		
Whisky, etc.....	Measure of capacity.			Mark liquid contents...	Exempt from marking bottles containing 1-16th 1-12th, 1-24th gall. (imp.)

Goods sold by weight or measure of capacity must be *invoiced* accordingly.

For condensed milk, etc., marking instructions must be read in conjunction with regulations covering labels as laid down by Union Health Authorities. Similarly, cheese, etc., is imported subject to satisfactory analysis of first sample.

Amendments contemplate exemptions from standards where goods are sold in bulk for manufacturing purposes.

CANADA'S TRADE WITH NORWAY

Canada's trade with Norway is concentrated within comparatively narrow limits, writes T. G. Barman in the November issue of *Norway*, a monthly magazine published in Oslo (Christiania), canned goods being exported from Norway and grain from Canada. On the other hand, Norwegian and Canadian products are not infrequently competitors in the markets of the world.

Canada is among the most important buyers of Norwegian canned goods, during the first eight months of this year something like 500 tons having been sent across the Atlantic to the Dominion. Of the total exports to Canada in 1924, which were valued at 5,228,300 kroner, canned goods dispose of more than four-fifths of the total. Next in importance come paper of various kinds, followed by hemp cords and rope, steamed cod liver oil, matches, tin and other small steel products.

Turning to Norwegian imports from Canada: of the 30,876,000 kroner, which is the total value in 1924, rye, barley, wheat and flour accounted for no less than 29,330,900 kroner. This included 55,203 tons of rye and 33,319 tons of wheat. If exporters in Canada are to stand any chance of largely increasing their trade with Norway, there is no doubt that they must give individual attention to the demand in that country. With world trade slowly but none the less surely moving upwards, it is evident that competition is bound to increase. With the Russian market again opening up, exporters of wheat will find themselves in competition with Russian and American interests, and if exporters in Canada are to maintain their position and are to increase their trade, they must develop personal contact with buyers in Norway.

Incidentally it might be mentioned that the export of cheese from Canada to Norway may develop into quite a good trade, if exporters will only study the requirements of the Norwegian market.

ENTRY CANADIAN CHILLED AND FROZEN BEEF INTO BELGIUM AUTHORIZED

A report relating to the market for frozen beef in Belgium appeared in No. 1097, February 7, 1925, pages 128-130. In connection with this report it should be explained that the Belgium Department of Agriculture has laid down certain regulations to be complied with in the exporting country with reference to frozen meat before such meat will be admitted into Belgium. Information as to the meat inspection methods followed in Canada was forwarded recently to the Belgian authorities, with the result that Mr. A. S. Bleakney, Canadian Government Trade Commissioner at Brussels, has now cabled as follows: "Entry Canadian fresh chilled beef and frozen beef now authorized, whole, half, or quarter. Stamp of origin required on each quarter."

CUBAN FLOUR MARKET

A. E. FORTINGTON

Havana, Cuba, December 3, 1925.—Cuba imports approximately 1,200,000 barrels (200 pounds each) of wheat flour yearly, the actual figures for 1924 being 1,287,266 barrels, of which 205,291 barrels were supplied by Canada direct. In addition, a considerable amount of Canadian wheat enters Cuba from the United States in the form of mixtures of wheat flour. Five well-known Canadian firms supply practically the whole of Canada's share of the trade.

The principal imports consist of spring wheat flour, hard and soft winter wheat flour, the proportions being about 40 per cent spring wheat, 40 per cent hard winter wheat, and 20 per cent soft winter wheat flour. Grades range from

Short Patents down to second Clears with the volume of business on Straights. The percentage on Short Patents is not large, the bulk being largely in medium grades. The average importer purchases half his requirements in a fairly good second patent spring wheat flour and the remainder in a medium grade of straight or hard winter wheat variety.

The flour imported by Havana firms is of somewhat better grades than the flour which is bought at the outports. Havana imports approximately 10,000 to 15,000 barrels of flour monthly, while there is practically no consumption of soft wheat flour in other sections of Cuba. The reason is that the Havana bakers are accustomed to blend spring wheat, hard winter wheat and soft winter wheat flours together in their bread mixture, while bakers in other sections of Cuba are accustomed to work only hard wheat flour.

TARIFF

The tariff on flour entering Cuba is as follows: wheat flour from the United States, \$0.98 per 100 kilos; wheat flour from any other country, \$1.39 per 100 kilos. Therefore, Canadian flour is at a disadvantage of 41 cents per 100 kilos, or approximately 35 cents per barrel of 200 pounds. This difference in duty is always taken into consideration by the Cuban importer when purchasing Canadian flour, and invariably the Canadian mills have to underquote the American mills on similar grades by this differential of duty in order to secure the business. A point of interest in this connection is the fact that considerable flour milled from Canadian wheat in bond in the United States enters the Cuban market without paying the additional duty and creates difficult competition for the Canadian mills milling their wheat in Canada.

TERMS

American mills sell flour to Cuba on a basis of 30, 45 and 60 days, and some mills even grant 90 days, but this is exceptional. Most of the American mills allow a discount of 10 cents and 15 cents and some even 20 cents per barrel for payment upon presentation of documents.

CANADIAN PROSPECTS

It is doubtful if there is any commodity which should warrant more earnest consideration of Canadian exporters to Cuba, especially in view of the recent inauguration of direct sailings from Canada to Cuba. In the flour trade Canadian firms have already fared well, and the prospects of increasing flour exports to this market are excellent. The flour, milled from Manitoba hard spring wheat, is very well regarded, being particularly adaptable to the type of bread which is baked here, namely, the Vienna long roll, which requires a strong flour.

In spite of the adverse tariff, Canada should be able in a short time to secure a much greater portion of the Cuban business. Canadian millers must compete with United States mills, but with Winnipeg wheat quoted from 7 cents to 10 cents per bushel lower than Chicago, this margin can be used to overcome the difference in the tariff.

An important factor in developing the flour trade with Cuba is the necessity for Canadian millers to study the characteristics of the people and the country. Shipments must be made exactly as specified in the contracts. Close calculations of arrival dates of flour are made necessary by the fact that in Cuba's hot climate flour deteriorates rapidly and only fresh stocks will move.

Those United States mills which are doing the greatest volume of business arrange that their export representatives visit all their customers in Cuba at least once a year.

FEES FOR CERTIFYING CHILEAN CONSULAR INVOICES

Mr. Francisco J. de Lima, Consul of Chile in Montreal, has advised the Department of Trade and Commerce that according to a Decree-Law No. 548, dated September 22, 1925, the new fees for the certification of consular invoices for merchandise shipped into Chile will be as follows: Less than \$10, no charge; \$10 to \$20, a charge of \$2; from \$20 to \$200, a charge of \$5; excess over \$200, 2 per cent of the value of the shipment less the \$200 for which the charge is \$5. There will also be a surcharge of 5 per cent for fluctuation of exchange. These charges include the certification of five copies of the consular invoice. Any extra copy will be charged for at the rate of \$2. Bill of lading attached to documents of a shipment will bear a charge of \$2. Extra copies at the rate of \$2 each copy.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1714. FLOUR.—A firm of importers and agents in Hamburg, Germany, who have been representing flour milling companies in the United States, are desirous of securing the representation of a first-class Canadian mill.

1715. OATMEAL.—North of England firm invite quotations per 280 pounds c.i.f. less 2 per cent Liverpool on Canadian oatmeal packed in 140-pound bags.

1716. ROLLED OATS.—Liverpool firm are interested in the purchase of Canadian rolled oats in 112-pound bags. Quotations to be per 280 pounds c.i.f. Liverpool less 2 per cent.

1717. WHEAT (ALL GRADES); MAIZE.—A Dublin firm are desirous of purchasing on own account.

1718. BACON, HAMS; DRY AND SALTED FISH; FRUIT.—A Cork firm desire quotations from interested exporters.

1719. A Havana commission merchant desires to represent Canadian exporters in the following lines: beans, bran, canned goods, dried codfish, corn, cheese, cottonseed and olive oil, hay, potatoes, oats, peas, lard, salt, pork, rice, etc.

1720. A Cuban house wishes to represent Canadian firms exporting the following lines: canned goods, corn, cheese, flour, garlies, meat, peas, potatoes.

1721. DRIED AND PICKLED FISH.—Jamaican firm of foodstuffs brokers would like to represent Canadian exporter of all kinds of dried and pickled fish.

1722. FISH MEAL.—A firm of importers in Hamburg, Germany, are interested in getting in touch with Canadian exporters.

Miscellaneous

1723. PROPRIETARY ARTICLES.—A Dublin firm wish to get in touch with exporters of above, as sold by chemists and grocers.

1724. PHARMACEUTICAL PREPARATIONS.—A serum laboratory in Hamburg, Germany, would be interested in representing Canadian exporters.

1725. DOUGLAS FIR.—A Liverpool firm wish to get in touch with Canadian exporters with a view to forming connections on a brokerage basis.

1726. QUEBEC PINE.—A Liverpool firm wish to secure the agency for a Canadian exporter.

1727. BUILDING MATERIALS.—A Dublin firm wish to purchase on own account cement, roofing materials, doors, building boards, red and white timber deals, closet seats, etc.

1728. COTTON DUCK.—British firm in Rio de Janeiro are anxious to hear from Canadian exporters of cotton duck 6-12; 60 cm. to 2 m. 60, white or brown, rolls 100 yards.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 14, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 14, 1925. Those for the week ending December 7, 1925, are also given for the sake of comparison.

	Parity		Week Ending	Week Ending
			December 7, 1925	December 14, 1925
Britain	1.00	\$4.86	\$4.8475	\$4.8462
Czecho-Slovakia	1.	.203	.0296	.0296
France	1.	.193	.0384	.0362
Italy	1.	.193	.0403	.0404
Holland	1.	.402	.4019	.4017
Belgium	1.	.193	.0453	.0453
Spain	1.	.193	.1429	.1417
Portugal	1.	1.08	.0520	.0520
Switzerland	1.	.193	.1930	.1928
Germany	1.	.238	.2381	.2381
Greece	1.	.193	.0136	.0132
Norway	1.	.268	.2037	.2035
Sweden	1.	.268	.2676	.2678
Denmark	1.	.268	.2498	.2490
Japan	1.	.498	.4300	.4350
India	1.	2s.	.3675	.3675
United States	1.	\$1.00	1.00	1.00
Mexico	1.	.498	.4870	.4880
Argentina	1.	.424	.4150	.4150
Brazil	1.	.324	.1405	.1412
Roumania	1.	.193	.....	.....
Jamaica	1.	4.86	4.8725	4.8687
British Guiana	1.	1.	1.0037—1.0162	1.0037—1.0162
Barbados	1.	1.		
Trinidad	1.	1.		
Dominica	1.	1.		
St. Kitts	1.	1.		
Grenada	1.	1.		
St. Vincent	1.	1.		
Tobago	1.	1.		
Shanghai, China	1.	.708	.7700	.7725
Batavia, Java	1.	.402	.4050	.4050
Peru	1.	4.86½	3.9800	3.9250
Singapore, Straits Settlements	1.	.567	.5825	.5825

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

- To QUEENSTOWN.—Alaunia, Cunard Line, Jan. 11.
 To CARDIFF AND SWANSEA.—Canadian Leader, Jan. 2; Canadian Commander, Jan. 15—both C.G.M.M.
 To HULL.—Comino, Dec. 28; Ariano, Jan. 10—both Furness, Withy.
 To LIVERPOOL.—Sachem, Jan. 5; Bay State, Jan. 15; Newfoundland, Jan. 22—all Furness, Withy; Alaunia, Cunard Line, Jan. 11.
 To MANCHESTER.—Manchester Brigade, Dec. 28; Manchester Commerce, Dec. 21—both Furness, Withy.
 To LONDON.—Comino, Dec. 28; Ariano, Jan. 10—both Furness, Withy.
 To GLASGOW.—Galtymore, Furness, Withy, Dec. 28.
 To ST. JOHN'S, NFLD.—Hethpool, Farquhar SS., Jan. 2, 15, and 22; Sachem, Jan. 5; Newfoundland, Jan. 22—both Furness, Withy.
 To BURIN, GRAND BANK, MARYSTON AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., Dec. 22.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Jan. 1; Chignecto, Jan. 15—both R.M.S.P. Co.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Dec. 26; Canadian Fisher, Jan. 16—both C.G.M.M.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Dec. 24;

Canadian Volunteer, Jan. 8; Canadian Carrier, Jan. 22—all C.G.M.M.

To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Dec. 30.

To SANTIAGO, KINGSTON AND MONTEGO.—Andalusia, Pickford & Black, Jan. 13.

To AUSTRALIAN PORTS.—Canadian Traveller, C.G.M.M., Dec. 31.

To NEW ZEALAND PORTS.—Canadian Spinner, C.G.M.M., Dec. 24.

From St. John

To LONDON.—Batsford, Jan. 2; Bothwell, Jan. 16—both Canadian Pacific; Canadian Rancher, Dec. 23; Canadian Aviator, Jan. 6; Canadian Trapper, Jan. 20—all C.G.M.M.; Vellavia, Cunard Line, Jan. 6.

To CARDIFF AND SWANSEA.—Canadian Leader, Dec. 31; Canadian Commander, Jan. 13—both C.G.M.M.

To LIVERPOOL.—Montnair, Dec. 23; Montrose, Jan. 1; Metagama, Jan. 8; Montcalm, Jan. 15; Montnair, Jan. 22—all Canadian Pacific.

To AVONMOUTH.—Parthenia, Dec. 24; Kastalia, Jan. 15—both Anchor-Donaldson.

To MANCHESTER.—Manchester Brigade, Dec. 26; Manchester, Regiment, Jan. 9—both Manchester Liners.

To GLASGOW.—Moveria, Dec. 29; Gracia, Jan. 12; Carmia, Jan. 19—all Anchor-Donaldson; Brandon, Dec. 22; Bolingbroke, Jan. 5—both Canadian Pacific.

To BELFAST AND DUBLIN.—Fanad Head, Dec. 30; Torr Head, Jan. 20—both Head Line.

To ANTWERP.—Canadian Rancher, Dec. 23; Canadian Aviator, Jan. 6; Canadian Trapper, Jan. 20—all C.G.M.M.

To HAMBURG.—Hastings County, Dec. 29; Essex County, Jan. 13—both Intercontinental Transports; Batsford, Canadian Pacific, Jan. 2.

To HAVRE.—Brant County, Intercontinental Transports, Jan. 8.

To ROTTERDAM.—Porsanger, Intercontinental Transports, Jan. 8.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Dec. 28; Ivar, Jan. 15—both Scandinavian-American Line.

To ITALIAN PORTS.—Valflorita, Lloyd Mediterraneo Italian Service, Dec. 30.

To SOUTH AFRICAN PORTS.—Cariboo, Elder Dempster Line, Jan. 15 (calling at Freetown, Sierra Leone).

To HAVANA (CUBA).—Emperor of Montreal, Dec. 23; Emperor of Midland, Dec. 30—both Robert Reford Co., Ltd.; a steamer, H. E. Kane & Co., Dec. 30.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn, Dec. 24; Balfour, Jan. 14—both Canadian Pacific.

To SOUTH AMERICAN PORTS.—A steamer, Houston Line, Dec. 27.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Blue Funnel, Jan. 7.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Australia, Canadian Pacific, Dec. 26.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Arizona Maru, Dec. 29; Arabia Maru, Jan. 16; Mexico Maru, last half January—all Osaka Shosen Kaisha.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Royal Mail Line, Jan. 13.

To AUSTRALIAN AND NEW ZEALAND PORTS.—West Calera, Dec. 30; West Cahokia, Jan. 23—both Pacific-Australasian Line.

To WEST COAST UNITED KINGDOM PORTS.—Canadian Transporter, C.G.M.M., Dec. 24.

To LONDON.—Loch Katrine, late December; Dinteldyk, early January—both North Pacific Coast Line; Canadian Planter, C.G.M.M., Jan. 9; Witram, United American Lines, early January.

To LIVERPOOL.—Loch Katrine, late December; Dinteldyk, early January—both North Pacific Coast Line.

To MANCHESTER.—London Merchant, Dec. 26; London Shipper, Jan. 4; Pacific Shippre, Jan. 20—all Furness Line.

To GLASGOW.—Moerdyk, North Pacific Coast Line, late December.

To BORDEAUX, HAVRE AND ANTWERP.—Arizona, Dec. 23; Iowa, Jan. 10; Oklahoma, Jan. 21—all Cie. Gle. Transatlantique (French Line).

To ANTWERP.—Moerdyk, late December; Silarus, middle January; Loch Monar, second half January—all North Pacific Coast Line; Canadian Planter, C.G.M.M., Jan. 9.

To HAMBURG.—Moerdyk, late December; Silarus, middle January; Loch Monar, second half January—all North Pacific Coast Line; Witram, United American Lines, early January.

To ROTTERDAM.—Loch Katrine, late December; Dinteldyk, early January; Silarus, middle January; Loch Monar, second half January—all North Pacific Coast Line.

To HAVRE.—Silarus, North Pacific Coast Line, middle January.

To GENOA, LEGHORN, NAPLES AND TRIESTE.—Leme, Dec. 27; Arsa, Jan. 10—both Navigazione Libera Triestina.

To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—West Camargo, Pacific-Argentine-Brazil Line, early January.

To WEST COAST PORTS OF SOUTH AMERICA.—Poljana, General SS. Corporation, Jan. 16.

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Deputy Minister: F. C. T. O'Hara

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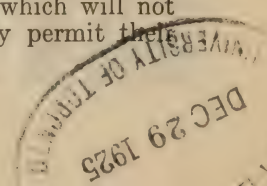
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SELECTION OF MANUFACTURERS' REPRESENTATIVES IN SOUTH AFRICA

TRADE COMMISSIONER G. R. STEVENS

Cape Town, November 19, 1925.—There are approximately one thousand firms or individuals in South Africa acting in a representative capacity upon behalf of overseas exporters. Approximately one hundred of these firms or individuals carry one or more Canadian agencies. At least five hundred are open at any time to accept new lines, and at least four-fifths are willing at any time to consider a new representation which offers any particular possibility of business.

On the other hand, there is a fair percentage of this thousand whose trading connections are too tenuous to permit their consideration as established concerns. Moreover, there is a considerable percentage who have the entrée to a very limited group of importers and to a limited section of the trade. Purchasing through London is very deeply rooted, and the large wholesale establishments and general merchant houses are slow to extend custom to South African representatives for goods which they can purchase through their own London branches. There are large South African organizations which will not allow representatives inside their doors; others which will only permit their buyers to see samples by special permission.



Then there are manufacturers' representatives who are quite competent to sell to one class of importer, but quite willing to accept agencies for other goods which they are not competent to sell; they often count on "farming out" such lines to other agents. There are also agents who are willing to accept representations which they will "bury" in the interests of firms they already represent.

The above reflections arise from the choice of agents which Canadian firms sometimes make when the Trade Commissioner's office is not consulted. A Canadian firm sells a bill of goods to South Africa, and as soon as their name appears upon a South African manifest the exporters have inquiries for their representation. Now it should be obvious that the better class of agents do not scan manifests in search of new connections. But it is not.

Many South African business men visit Canada each year. Some are manufacturers' representatives and some are not. Some such business men are pressed to take agencies which they do not want, and others accept agencies which they do not need. The result in either case is unsatisfactory to the Canadian exporter. The course of action of any Canadian firm approaching any business man regarding their South African representation, or on being approached by any visitor, should be apparent. If the South African visitor does not know something about the technical side of marketing the goods in question, it is doubtful policy to entrust an agency to him. If any product will sell in South Africa, among the thousand firms who represent overseas exporters there can always be found one with the requisite knowledge to sell it well.

The Canadian Trade Commissioner's office is in a position to advise upon the selling ability of practically all of these thousand firms, and in placing an agency selling ability ranks with business character as the most valuable requisite. But if Canadian manufacturers do not wish to consult this office, they should be certain to investigate the experience of their applicant in their particular trade. Otherwise the success of their export venture is jeopardized from the start.

EXTERNAL TRADE OF SOUTH AFRICA DURING 1924

TRADE COMMISSIONER G. R. STEVENS

VI

Imports of Machinery and Tools

[Imports and exports of South Africa were discussed in general terms in the first instalment of this report, which was published in No. 1130; Foodstuffs Imports in Nos. 1131 and 1132; Textiles and Clothing in Nos 1133 and 1134. Further instalments of this report, which deals with the import trade of South Africa in the light of the recent revision of the tariff, will be published in later issues.]

STEAM WAGONS

	1924	
	No.	
Great Britain	61	£55,752
United States	18	4,769
All suppliers	79	60,521

This very considerable trade is a British monopoly, due to the fact that steam wagons are not manufactured to any extent elsewhere (the entries from the United States are apparently some other type of equipment as they are much less in value than the ordinary steam wagon). These are used in all parts of Africa, but particularly on the high veldt and in the coal areas of Natal. They are an extremely efficient form of traction. When the new tariff was brought in they were made dutiable upon the same basis as internal combustion vehicles. Such an outcry was raised, however, that they were replaced upon the free list almost immediately.

The use of steam wagons is increasing, particularly in rural areas, and it is probable that further progress may be anticipated in connection with grain-handling plans and the development of feeder systems to the railways.

LIFTS AND HOISTS

	1924	1923
Great Britain	£24,071	£15,821
All suppliers	25,315	16,917

Lifts and hoists are standard requirements in business buildings in South Africa. There are a number of elevator firms represented in South Africa, including one Canadian manufacturer. A large proportion of the business, however, rests with the British combine who have their own engineers in South Africa in connection with installations, and who have a regular inspection system which they furnish free of charge with such installations. While this British combination more or less monopolizes the passenger elevator business, there are a number of different freight lifts in general use.

MACHINERY—PRINTING AND BOOKBINDING

	1924	1923
Great Britain.. . . .	£ 74,406	£37,465
Germany	21,502	3,102
United States	59,119	28,807
All suppliers	158,768	70,021

The printing and bookbinding industry in South Africa is in a firm position, due to no less than 40 per cent tariff protection. It is probably the best organized of South African industries on both the labour and the management sides, and is almost entirely manned by white labour. Consequently the general standard of work is very good and excellent types of machinery are employed.

Germany is strong on this business, it being generally believed that German machines offer better value than any others. This is particularly true of more special types of machinery in which Great Britain does not compete. The strength of the German position is evidenced by the fact that one house carries stocks of German machinery, whereas other overseas suppliers sell on indent only.

In passing, it is interesting to note that some twenty-five years ago the first linotype machines brought to South Africa were of Canadian manufacture, and the quality of these machines was such that some are still in operation and regarded highly. Strangely enough, no subsequent purchases of Canadian linotypes were made.

Canadian manufacturers of printers' and bookbinders' equipment would do well to equip this office with a number of catalogues and keep it advised of current prices, as considerable quantities of printers' supplies will be purchased in the near future.

MACHINERY—SUGAR MILL

	1924
Great Britain	£161,240
All suppliers	180,683

The equipment of the Natal sugar industry is preponderantly British, and as Canada does not manufacture such types of machinery, no further comment is necessary.

MACHINERY—METAL WORKING

(This item is not differentiated in the South African Customs reviews)

The primary metal-working industries of South Africa are only in the course of development, which naturally retards the growth of any secondary industries. It is anticipated that the first pig-iron from South African ores will be smelted during 1926. There are two plants in the Union which use scrap metal for the production of bars, blooms, billets and similar rough shapes, but very small quantities of their products go into the manufacture of secondary products. Sheet-metal-working industries are likewise embryonic. There are one or two

plants manufacturing simple shapes, such as canisters, etc., but there are only one or two stamping plants in the Union. Tinsmiths' equipment is a relatively small business centering round the coal and the gold mines. There is no firm in South Africa specializing in the supply of this equipment, and all requirements are purchased on indent. Unfortunately, the business is not sufficiently large to interest either agents or stockists.

MACHINERY—WOODWORKING

	1924
Great Britain	£11,532
Germany	3,528
All suppliers	17,993

The absence of forests in South Africa restricts the import of woodworking machinery to the secondary furniture industries. As the majority of manufacturers engaged in this industry are of English training, there is a marked regard for British types of equipment. A number of the local furniture plants are quite comparable with the best Canadian factories, and it should be possible in time to introduce Canadian woodworking equipment of specialized types.

MACHINERY—BOOT AND SHOE

	1924
Great Britain	£29,620
United States	5,501
All suppliers	39,109

The supremacy of Great Britain in this item is subject to qualification, as a share of her boot and shoe machinery comes forward from the British subsidiary of the American combine.

MACHINERY—CONFECTIONERY-MAKING

	1924	1923
Great Britain	£17,022	£ 7,528
Germany	5,857	2,569
United States	4,833	2,395
All suppliers	29,032	13,153

Increased business in this item may be anticipated for the next few years due to the high tariff protection.

A number of British confectionery houses have been investing in local factories, probably with a view to expanding the businesses. Any confectionery machinery manufactured in Canada should be offered, as there is a good deal of variation in types of equipment and the high regard for Canadian chocolates in this market should help to place Canadian machinery. The Trade Commissioner's office has had several inquiries for Canadian confectionery-making machines during the past year.

ELECTRICAL EQUIPMENT

Batteries

	1924	1923
Great Britain	£32,682	£23,976
United States	40,462	38,198
All suppliers	89,519	74,059

Dynamos and Generators

	1924
Great Britain	£24,454
All suppliers	30,207

Motors

	1924		1923	
	Kilowatts	£	Kilowatts	£
Great Britain	19,082	88,490	22,183	122,482
United States	6,366	47,021	9,219	54,793
All suppliers	32,432	166,567	40,333	225,170

Transformers

	1924	1923
Great Britain	£50,800	£36,220
All suppliers	63,801	47,684

MACHINERY—OTHER ELECTRICAL AND PARTS

	1924	1923
Great Britain	£365,522	£121,034
United States	100,862	33,419
Germany	50,630	16,630
All suppliers	554,016	168,958

The electrification of South Africa is progressing slowly, with some sections well in advance of others. The Natal area would seem to be foremost, due to the proximity of cheap coal. On account of the variable heads of South African rivers, very little electrical development from hydraulic sources need be contemplated. Next to Natal come the industrialized Rand mining areas, where fairly extensive electrification has been installed for many years. The Cape areas are the most backward, due to the distance from the coal fields and the lack of alternative sources of power.

The only general use of electricity for all purposes is found in the areas contiguous to the Rand and the Natal coal fields, where the usages approximate American requirements.

It would seem as though the problem of distributing electric power effectively over considerable areas had not been solved to date, and that the extension of intensive electrification beyond the three large towns need not be anticipated for the present. There is a lamentable lack of standardizations in various sections, there being no less than three different generation systems in Cape Town alone, with consequent varying voltages.

The electrification of transportation facilities is proceeding steadily, and experimental sections in various parts of the Union form possible nuclei for further electrification when conditions permit. Considerable orders for electrical rolling stock have been placed during the current year by the South African Government Railways.

As far as domestic use is concerned, the eight largest cities of the Union—namely, Johannesburg, Cape Town, Durban, Bloemfontein, Kimberley, Port Elizabeth, Pretoria, and East London—all have power, but the general use of electricity for other than lighting purposes is not well developed. High power charges, coupled with the prevalence of cheap domestic labour, have prevented the extension of domestic use to other than lighting functions. The Durban area alone seems to be progressing in the sale of domestic power, and it is by all odds the best market in South Africa for any type of electrical labour-saving devices. As previously stated, Cape Town has been hindered by varying voltages and a power shortage, which will be obviated in the near future by new stations.

There are a number of large projects in course of completion and several under consideration which may improve the demand for electrical equipment of all kinds. These will be dealt with in the course of a supplementary report.

The marketing of electrical goods of every type in South Africa is affected by the slowness of the demand. Such equipment are not lines for general distributors to experiment with, and the trade is therefore restricted to the large manufacturers of Great Britain, Germany, and the United States. These firms maintain their own branches and sales staffs in South Africa, and they are able to sell either as agents, as merchants or contractors. The tendency in electrical installations of any size is to call for tenders which further favour the large organizations which have their own technical men on the spot. The problem of introducing electrical goods into South Africa therefore is the problem of arranging connections with engineering concerns who are in a financial and technical position to contract for installations. This circumstance, of course,

reduces the number of firms who are available as representatives, but there is no point in endeavouring to introduce Canadian goods except through the media of the best type of engineering contractor.

In considering all electrical items, barring primary batteries, one is surprised to note the extraordinary predominance of British goods in a department of manufacture in which Great Britain is not supposed to be as far advanced as her competitors. There are a number of reasons for this superiority. Several large German organizations with British factories have become outrightly British since the war, and they seem to have no difficulty in competing with their former parent organizations. Again, the great German electrical trust would appear to have overreached itself in its efforts to dominate the South African market just prior to the war, and to-day that organization is having great difficulty in re-establishing even a fraction of its former business. Finally, the great British armament combinations, which were forced at the end of the war to turn to other lines of manufacture, would appear to have gone into the manufacture of electrical goods with conspicuous success.

In addition to these contributory circumstances, there is the great basic circumstance that South Africa is largely financed in London, and that British standards prevail in all South African engineering undertakings.

MACHINE TOOLS

	1924	1923
Great Britain	£27,736	£10,326
Germany	7,138	991
United States	10,859	7,666
All suppliers	50,683	21,037

This item covers machine tool equipment from lathes downward. As the figures show, supplies are predominantly British, although a fair trade is done by one or two American houses, particularly in jigs, taps, and dies. In the latter two items it is stated that at least one-half of the total import comes under one well-known brand from one American house. This is a difficult trade to reach, as the business is not sufficient to employ an agent and the large engineering houses are averse to carrying the variety of stocks which would be necessary in order to supply requirements. Purchases are therefore made by indent and the majority of the business is placed in London. Some time ago almost every agent in South Africa in a position to represent machine tools was canvassed on behalf of a standard Canadian line, and it was found impossible to interest anyone of standing in such goods. Canadian machine tool houses with London offices, however, might profitably endeavour to place their goods through the buying connections of the chief South African engineering houses.

BUYERS' MARKET IN THE WEST OF ENGLAND BUTTER TRADE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, December 7, 1925.—The end of November finds the butter market most unsatisfactory to the British importers. Sellers of Australian and New Zealand supplies have been trying to unload what they have arriving and are met with little or no response despite almost daily reduction in figures. At the time of writing they have not created the demand hoped for.

To-day's price for New Zealand is not over 190s. (\$46.23) spot, Bristol, and it is understood that some sales are being made at less money. Australian are offered at any price down to 180s. (\$43.80) for cold-stores.

Canadian butters are now practically off the West of England market. A few may be found round about 180s. to 186s. (\$45.26). Irish are also practically cleared out now. Exchange in each case given at par.

It is thought that the heavy trade done in October has left blenders' hands rather full of this commodity, and in the absence of their support the market does not seem to be able to take care of itself. It is probably the cold-store butters that are acting as a drag upon the market.

COMMERCIAL CONDITIONS IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER HARRY A. SCOTT

IMPORT TRADE

Liverpool, December 8, 1925.—*Timber*.—The market for New Brunswick and Nova Scotia Spruce has been firm with very little coming forward on consignment. Birch timber stocks have continued abundant and importers' large holdings of lumber have moved more readily. About 110,000 cubic feet of Douglas fir arrived at Liverpool and Manchester during the month, and with only a moderate consumption stocks are now increased. Sitka spruce has not been in request. For the month ending November 30, unofficial statistics of certain timber imports, consumption and stock are given in comparison with the corresponding period of 1924, as follows:—

Liverpool

	Import		Consumption		Stock	
	1924	1925	1924	1925	1924	1925
British Columbia and Oregon pine.. . . .cu. ft.	47,000	58,000	78,000	23,000	215,000	220,000
Birch logs.. . . .cu. ft.	Nil	Nil	7,000	1,000	8,000	53,000
Birch planks.. . . .cu. ft.	32,000	18,000	14,000	10,000	162,000	198,000
Quebec yellow pine deals.. . . .stds.	840	860	580	230	5,340	6,150
Quebec red deals.. . . .stds.	80	210	90	50	1,420	1,680
Quebec spruce deals.. . . .stds.	Nil	Nil	250	10	2,110	2,580
N.B. and N.S. spruce and pine.. . . .stds.	1,370	150	2,250	1,920	5,900	5,050

Manchester

Quebec board pine.. . . .cu. ft.	2,000	14,000	Nil	Nil	81,000	131,000
British Columbia and Oregon pine.. . . .cu. ft.	11,000	52,000	8,000	41,000	66,000	85,000
Birch logs.. . . .cu. ft.	Nil	Nil	1,000	2,000	Nil	12,000
Birch planks.. . . .cu. ft.	11,000	1,000	17,000	8,000	54,000	132,000
Spruce deals.. . . .stds.	2,420	760	1,320	1,340	7,030	3,780

Grain and Flour.—The failure of Russia to export the quantity expected, together with unfavourable crop reports from Australia and the Argentine, has resulted in continually increased prices for wheat during November, with Canada dominating the market. Quotations at the end of November for October-November shipments from Canada were around 61s. per quarter as compared with approximately 51s. 6d. a month ago. Flour prices during November rose substantially and consumption on the whole was good. Most importers cleared their stocks at advantageous prices, but forward quotations did not warrant placing large orders since home millers' forward prices were still lower. Manitoba export patents were asking around 46s. c.i.f. at the end of November. Home milled straight run flour showed an advance of 6s. 6d. to 7s. per sack over the month, closing at 45s. 6d. to 46s. A fair amount of business has been transacted in Australian flour on spot. United States mills have been quite out of the market. The preliminary figures showing the imports of grain and flour to this area for the month of November, 1925, are as follows:—

	Wheat Quarters	Flour Sacks	Maize Quarters	Barley Quarters	Oats Quarters
Liverpool.. . . .	339,752	23,169	99,349	19,438	20,631
Hull.. . . .	156,747	1,831	45,088	84,018	7,642
Manchester.. . . .	87,724	6,959	31,763	10,801	11,984

Butter.—The past month has been very unsatisfactory in the butter trade. Prices on all descriptions of butter have been reduced with consumption only of a hand-to-mouth variety. Canadian butter, which opened the month at 206s. to 208s. per cwt. was quoted as low as 186s. at the end, although owing to the unsettled state of the market practically all offers have been subject to great variation.

Cheese.—The consumption of cheese during the month was only moderate. A fair amount of business was transacted in the more matured Canadians, but

price of raw material has hampered business. At the same time, confidence in better trade prospects persists, and it is of interest to note that the proposal of the Federation of Master Cotton Spinners to further curtail production from 39½ hours per week to 35 hours has been rejected. The President of the Manchester Cotton Association, at the recent annual meeting of that body, stated there was more cause for optimism now than for several years past, owing to abundant supplies of raw material, and many hold the view that long-delayed purchasing cannot be much further postponed.

Instability of prices have also lately affected new business in the woollen industry, but the recent improvement in production has been fully maintained and unemployment figures have been reduced by over 6,000 since June. Export trade to the United States for the month of October amounted to £529,030, as compared with £331,779 during the previous month.

The slow but steady improvement which has taken place during the past six weeks in the Northeast Coast iron and steel trades is being successfully maintained, as shown by the relighting of furnaces and opening up of plants that have been idle for many months past. The general belief is that the worst of the depression in this industry is over.

Individual contracts of an important character continue to be announced in the engineering industry, particularly in the electrical trades. Conditions in the machine tool and machinery industries vary, but on the whole are slightly improved. Rail makers are busy and constructional steel manufacturers have a good deal of work on hand. Textile machinists have exported larger quantities in the last three months than for some time back. Shipbuilding continues depressed.

MARKET FOR POULTRY FEATHERS IN GREAT BRITAIN

While most of the feathers used in Great Britain for upholstery and bedding purposes are of domestic origin, there is a certain demand for imported supplies. White and grey goose, duck, and ordinary chicken or hen feathers are in demand. Regarding the latter variety, Canada should be able to secure a part of this trade, which is at present shared chiefly by the United States, Japan, China, and Ireland. The largest demand for imported feathers exists in the London area, which is the chief centre of the furniture and bedding trades, although Liverpool firms have expressed a desire to establish connections with Canadian exporters. These importers are known as purifiers, who put the feathers through a process which renders them suitable for the use of the domestic furniture and bedding trades.

American feathers are exported in press-packed bales from 200 pounds up, covered with hessian wrapping and wired or hooped. They must be clean, free from quills and odour, and thoroughly dried before shipment, as clotting spoils the quality. Long feathers from the wings and tails are useless and only add to the freight cost.

The demand for feathers is not a seasonal one, although greater sales are made in the winter months. The domestic supply is at its lowest in the period from May to November. Prices are quoted c.i.f. per pound British ports. The usual terms are cash against documents, subject to previous inspection on the quay by the importer. Before business can be entertained interested firms must furnish samples to British importers. For further details of recent inquiries and names of importers in the United Kingdom, as submitted by Canadian Trade Commissioners, Dominion exporters are advised to write the Director, Commercial Intelligence Service, quoting file No. 23566.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

General Conditions

Sydney, Australia, November 19, 1925.—Sydney being the chief shipping port of the Commonwealth of Australia, it naturally follows that any trouble in the shipping world recoils harder upon the mercantile life of Sydney than on that of any other port. The British seamen's strike has been a disturbing element of the first magnitude, and both importers and exporters are feeling the pinch of the shortage of supplies from overseas. The quantity of imports and exports held up was regarded as very reminiscent of war-time experiences.

At the moment it may be safely said that the shipping trade will soon run in its normal channels, as the vessels which have been held up for so long are gradually being manned and despatched. The strike has caused enormous loss to British shipowners, and foreign-owned vessels have reaped a harvest instead. The disturbing influence of the Commonwealth elections has also been felt, but this is now over.

Weather conditions have not been too favourable to the wheat crop, but a belated fall of rain has considerably improved the situation.

Sydney Wool Market

The keen demand for wool which has been in evidence for some time past shows no signs of falling off. It is shared in by all sections of buyers, and sales have been very spirited. Wool catalogues average about £25 per bale, and practically full clearances are made each day.

The basis of values remains unchanged, and prices generally are at the top point of the season. The demand for stylish wools is pronounced, and although only a small proportion of these are offering yet, the supply is increasing steadily. A marked preference is shown for fine line wools, which bring very full values. Ordinary topmaking sorts are also selling well and all free skirtings are readily absorbed.

The French section, although still buying freely, does not dominate the market to-day, as was the case earlier last season. German and Yorkshire buyers are both in the market strongly, giving good solid support, the latter helping materially in the sale of skirtings. The operations of the Yorkshire buyers are in marked contrast to their attitude a short while ago. They now compete strongly, and appear to have developed confidence in the position. Japanese buyers have also been competing strongly, but prices are inclined to be above their levels, and they are hardly securing their normal proportions.

Queensland Cotton Crop

Queensland so far this season has produced 18,116,652 pounds of cotton, for which the Government has paid to the growers £351,000. These totals will be but slightly increased, as the season is now closed.

Last year the output was 15,179,046 pounds, for which the growers received £314,000. It was recently announced by the Queensland Department of Agriculture in connection with the 1924-25 cotton crop that the season was now closed, and that no further seed was to be consigned to the ginneries. The returns of the production of cotton in the state of New South Wales are not yet available.

Although the yield for the season in Queensland showed a considerable increase over that for the previous year, results would have been considerably

better had it not been for adverse weather conditions—a long dry period in January last followed by severe frost causing serious damage to crops in various districts.

Cottonseed oil has found a most satisfactory market, the demand of the Australian manufacturers exceeding the present output.

Mount Isa Silver-Lead Mines, Queensland

It has been officially stated that the ore expectation of this field, which was recently discovered, is 20,000,000 tons, approximately worth £100,000,000. It is also stated that the productive area is greater than that of the celebrated Broken Hill mines in the state of New South Wales, which have paid out £25,000,000 in dividends and bonuses.

NEW ZEALAND AND SOUTH SEAS EXHIBITION

TRADE COMMISSIONER C. M. CROFT

Dunedin, November 20, 1925.—The New Zealand and South Seas International Exhibition was opened in Dunedin on November 17 by His Excellency the Governor General of New Zealand. The range of exhibits is very varied and several overseas countries are represented by courts. The Canadian court was ready on the opening day, and has been the subject of much favourable comment. So far as can be forecasted at this early date, the exhibition will be an entire success. The attendance on the opening day was over 47,000 and yesterday it was in the vicinity of 25,000. It is thus seen that the Canadian goods on exhibit are being brought to the attention of a very large section of the community as well as before the buyers of the largest firms in this country. Special excursions have been arranged, by rail and water, to assist visitors from all parts of the Dominion, as well as from Australia, South Sea islands, and other overseas countries.

It is to be regretted that the range of Canadian exhibits is not more comprehensive. Many firms who have been doing a substantial business with New Zealand have not participated, and are thus missing a good opportunity for advertising.

Excellent accommodation has been furnished for the information bureau and offices. In these the many catalogues and price lists which have been received from Canadian manufacturers will be utilized to further the interests of Canadian trade with New Zealand.

LUMBER IMPORTS INTO THE BRITISH WEST INDIES AND BRITISH GUIANA

TRADE COMMISSIONER H. R. POUSSETTE

Port of Spain, Trinidad, Nov. 28, 1925.—The imports of lumber into British Guiana and the Eastern Group of the British West Indies are in the aggregate of quite substantial proportions. Of all the colonies, Trinidad is the largest importer, owing for one thing to its greater population and purchasing power, and for another to the oil industry, which uses a considerable amount of timber in the construction of derricks. During the year 1924 the total imports into Trinidad of lumber sawn and hewn, undressed and dressed, amounted to 8,057,334 feet, valued at £95,503. Of the undressed Canada supplied 334,622 feet, and of the dressed 453,273 feet, while the United States of the undressed supplied 4,703,574 feet and of the dressed 2,237,054 feet. The figures for the various colonies are appended below. The total value of lumber imported into all the colonies for the period specified below amounted to £294,686.

	1924 Total	Canada	United States
Trinidad..	8,057,334 feet	787,895 feet	6,940,628 feet
British Guiana..	3,919,702 feet	2,217,447 feet	1,698,539 feet
Barbados..	7,047,989 feet	5,271,048 feet	1,672,141 feet

Windward Islands

Grenada..	534,263 feet	12,116 feet	1,082,420 feet
St. Vincent..			
St. Lucia..			

Leeward Islands for 1923

Antigua..	1,673,930 feet	424,203 feet	629,979 feet
St. Kitts-Nevis..			
Dominica..			
Montserrat..			

It may be assumed that the lumber undressed and dressed imported from the United States was entirely pitch pine from the Southern States. From the figures it will be seen that this trade is quite a valuable one. Some years ago a small shipment of Douglas fir was imported into Trinidad, but the grade unfortunately was inferior, prejudicially affecting future sales. In order to overcome this prejudice by enabling importers to see for themselves the excellent quality of the timber, a trial shipment of about half a million feet of Douglas fir divided amongst the leading importers of this colony was arranged by this office in the early part of the year. The shipment arrived during the first week of August, and proved so satisfactory that repeat orders were placed for considerable quantities. Since then a second shipment has arrived and has given equal satisfaction, so that there is now every reason to believe that as long as Douglas fir maintains its present standard, it will seriously cut into the pitch pine trade, if indeed it does not entirely supplant it.

Recently trial orders for Douglas fir have been sent in by the leading merchants in British Guiana, and also by dealers in some of the northern islands, consequently, with the trade becoming general, it is hoped that another year will see it firmly established throughout the Eastern Group of the British West Indies. Fortunately for it, the steamers of the Pacific Argentine and Brazil Line provide a means for making direct shipments to some, if not all, of the colonies.

IMPORTS OF BOOTS AND SHOES INTO BRITISH WEST INDIA COLONIES FOR YEAR ENDED DECEMBER, 1924

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Colony	Total Imports		Imports from					
			United Kingdom		United States		Canada	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	pair	\$	pair	\$	pair	\$	pair	\$
Bermuda..	(a)	154,414	(a)	44,764	(a)	108,477	(a)	1,173
British Guiana..	204,552	273,027	101,676	174,061	7,296	10,056	74,688	78,841
British Honduras..	(a)	158,837	(a)	36,667	(a)	104,247	(a)	17,528
Bahamas..	(a)	105,574	(a)	8,395	(a)	97,128	(a)	.....
Barbados..	(a)	148,696	(a)	109,188	(a)	7,260	(a)	20,254
Grenada..	23,256	29,531	9,084	12,721	9,708	12,760	1,512	2,044
Jamaica..	330,768	561,195	92,088	134,432	167,592	296,871	59,184	65,364
Leeward Islands—								
Antigua..	14,380	14,936	4,012	6,059	2,692	3,723	2,980	3,153
Dominica..	6,950	9,791	847	2,311	1,580	2,969	2,852	3,738
Montserrat..	(a)	2,068	(a)	564	(a)	.....	(a)	219
St. Kitts-Nevis..	14,112	18,420	4,404	7,470	3,560	4,847	4,668	5,480
Virgin Islands..	2,421	3,966	.....	.....	1,886	3,003	.....	.....
St. Lucia..	11,712	17,087	3,840	6,720	4,488	6,895	720	1,363
St. Vincent..	13,644	18,033	5,280	6,180	2,532	2,652	2,760	3,071
Trinidad and Tobago..	248,835	327,455	133,188	198,428	54,084	38,135	52,824	85,906
Total Imports.. . . . .	.....	1,837,984	.....	797,980	.....	659,023	.....	284,596

(a) Entered at value only.

PURCHASING POWER IN THE BRITISH WEST INDIES

TRADE COMMISSIONER H. R. POUSSETTE

Port of Spain, Trinidad, November 28, 1925.—The figures below show the total imports and exports for 1923—the last complete figures available—and also the per capita value of both imports and exports of the various colonies assigned to this office—Trinidad, Barbados, Windward and Leeward Islands, and British Guiana. The per capita values have been worked out in this office; all other figures have been obtained from the official blue books. The total imports for all these colonies in 1923 amounted to £10,900,533, and the exports to £11,531,649—which gives a per capita value for the former of about £10, and for the latter of about £10 10s. There is a very wide variation in the several colonies in the per capita value of imports and exports. Barbados has the highest ratio with £16 for imports and £14 for exports. Next comes Trinidad with £11 10s. for both imports and exports. This is followed by British Guiana with a per capita value of £9 for imports and about £12 for exports. From the three colonies mentioned above, the per capita value descends until it reaches as low a figure as £3 for exports in the case of Dominica and St. Vincent, and £2 4s. for imports in the case of the Virgin Islands.

VALUE OF TRADE

A considerable proportion of the imports are made up of such staple articles as flour, rice, lard compound, butter (largely cooking butter), pickled meat, and cotton piece goods. For other lines, which are only purchased by people in comfortable circumstances, the figures are small, and in some instances exceedingly so. Take for example Trinidad. Such prime necessities as flour, rice, lard compound, butter (largely cooking butter), pickled meat and cotton piece goods were imported in 1923 to the value of £1,118,000. On the other hand, imports of such articles as apparel, boots and shoes, electrical apparatus, and musical instruments—used only by the well-to-do—were respectively £63,211, £67,664, £16,128, and £7,746. A similar analysis of the trade of the smaller islands would show that the imports of such products are still smaller in proportion to the total trade. The British West Indies furnish a fair market for certain staples, but outside of that the purchasing power is limited. For some commodities the total imports for all the colonies mentioned would compare with the trade of a large city in Canada, but for others they probably would not equal that of a city with a population of 50,000, or certainly not one of 100,000. At the top of the list there would be such a commodity as flour, and at the bottom jewellery and electrical appliances, or in fact any articles that are used by persons with a fair standard of living.

Of the total population of about 1,093,000, a very large proportion are labourers who work on the cocoa, sugar, cocoanut, and cotton estates, and only earn from about 40 to 80 cents a day. Their purchasing power cannot be large, and must be confined to the absolute necessities of life. There are very few wealthy people in this portion of the British West Indies, consequently Canadian manufacturers in estimating the value of the trade for the principal products manufactured by them must keep that fact in mind.

IMPORT TRADE OF BRITISH GUIANA

Statistics relating to the import trade of British Guiana during the first nine months of the present year show that goods from the United Kingdom accounted for nearly half the value of the merchandise, etc., imported. The total value of imports was \$8,124,365, and of this amount \$3,984,432 represented the share of the United Kingdom, \$1,974,033 that of Canada, and \$452,859 that of other British possessions. The United States did business to the extent of \$1,375,599, and the purchases of the colony from other foreign countries amounted to \$337,442.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TWO MONTHS ENDED NOVEMBER, 1924, 1921, 1924 AND 1925; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of November					Two Months ended November				United States Tariff Rates in force		
	1920	1921	1924	1925	1920	1921	1924	1925	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922	
Animals (except for improvement of Stock)—												
Cattle.....	78,860	59,836	13,801	20,716	123,976	85,072	27,998	42,569	Free	30 p.c.	(a)	
Horses.....	6,078,540	837,248	410,530	698,332	9,563,154	1,453,825	892,062	1,472,995	Free	10 p.c.	(b)	
Poultry.....	100,821	46,108	9,106	7,857	151,276	74,355	16,766	14,427	10 p.c.	1c. per lb.	3c. per lb.	
Sheep.....	211,088	175,875	209,233	216,216	320,243	344,812	319,418	369,717	1c. per lb.	Free	\$2 per head	
Fruits—	225,025	172,549	181,593	206,223	348,248	323,511	295,654	317,217	Free	30c. bu.	25c. bu. 50 lb.	
Apples, green or ripe.....	40,104	13,723	7,796	10,936	83,414	15,453	25,354	25,354	1c. per lb.	1c. per lb.	2c. per lb.	
Apples, dried.....	361,177	72,379	50,420	76,797	765,508	187,071	99,535	17,739	Free	3c. per lb.	14c. per lb.	
Berries, fresh.....	4,808	113,728	5,227	4,966	8,929	370,786	29,795	83,450	1c. per lb.	3c. per lb.	1c. per lb.	
Grains—	23,276	557,840	30,119	22,765	41,487	1,899,363	164,614	32,939	1c. per lb.	3c. per lb.	1c. per lb.	
Barley.....	120,050	15,610	4,136	10,116	16,502	25,172	40,320	89,627	1c. per lb.	3c. per lb.	1c. per lb.	
Beans.....	1,099	2	666	1,443	128	2	666	1,443	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.	
Buckwheat.....	6,307	16,313	3,132	10,430	220	2	3,132	15,045	25c. bu. 60 lb.	2c. lb.	14c. lb.	
Oats.....	8,386	12,293	34,649	2,237	11,738	23,230	54,192	35,788	Free	Free	10c. per 100 lb.	
Peas, whole.....	47,307	61,736	34,228	107,128	74,386	228,162	42,656	208,435	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.	
Peas, split.....	6,392	21,857	18,716	49,079	57,335	112,733	24,978	91,187	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.	
Rye.....	39,766	76,826	54,268	63,966	57,051	148,676	128,103	98,410	10c. bu. 60 lb.	20c. bu. 60 lb.	14c. lb.	
Wheat.....	47,040	60,000	1,150	133,104	133,104	21,488	4,572	171,200	Free	Free	15c. bu. 56 lb.	
Grain Products—	77,216	49,200	1,495	225,281	225,281	5,806,554	756,905	3,451,497	35c. per bush.	35c. per bush.	42c. bu. 60 lb.	
Bran, shorts and middlings.....	8,623,718	4,156,509	492,815	2,082,507	16,935,507	6,631,029	1,072,394	4,151,817	Free	Free	1c. lb.	
Wheat Flour.....	19,976,706	4,521,067	691,332	2,565,299	40,681,757	6,631,029	1,072,394	4,151,817	Free	Free	1c. lb.	
Meats—	182,932	122,198	252,405	539,324	255,754	219,200	721,960	992,876	20 p.c.	20 p.c.	1c. lb.	
Bacon, hams, shoulders and sides.....	112,619	315,424	315,424	674,753	501,487	208,916	911,652	1,250,629	Free	Free	2c. per lb.	
Beef, fresh, chilled or frozen.....	101,068	101,068	3,212	2,519	327,296	143,060	4,588	30,355	Free	Free	1c. lb.	
Meats—	2,167,367	655,871	16,693	15,511	3,737,876	939,881	25,377	30,355	Free	Free	1c. lb.	
Bacon, hams, shoulders and sides.....	263	115	458	984	730	230	3,760	2,448	Free	Free	2c. per lb.	
Beef, fresh, chilled or frozen.....	12,132	3,539	15,588	34,038	29,409	7,714	7,714	82,836	Free	Free	1c. lb.	
Meats—	42,588	33,267	3,923	10,255	73,509	63,307	7,714	31,949	Free	Free	1c. lb.	
Meats—	576,318	355,300	34,808	103,915	1,057,198	654,421	62,700	372,992	Free	Free	1c. lb.	

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	14,522	14,892	30	6,932	30,328	29,927	219	14,778	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	Cwt.	361,967	243,252	711	769,491	781,898	469,407	4,622	363,370	Free	2c. per lb.	(h)
Pork, dry-salted and pickled.....	Cwt.	33,400	26,952	5,115	2,886	105,350	37,941	26,846	196,715	Free	2c. per lb.	(h)
Poultry, dressed or undressed.....	Cwt.	1,281	106,771	4,380	398	2,375	0	4,379	1,788	Free	25 p.c.	(h)
Other meats, including canned meats, but excluding extracts.....	Cwt.	43,368	106,771	9,189	14,805	50,056	109,139	10,711	14,991	2c. per lb.	2c. per lb.	(h)
Milk and milk products—												
Butter.....	Lb.	671,456	969,826	23,141	117,846	1,150,706	1,912,002	36,196	285,006	Free	25 p.c.	20 p.c.
Cheese.....	Lb.	336,948	365,310	7,924	49,815	587,152	700,231	12,714	115,753	2½c. per lb.	6c. per lb.	8c. per lb.
Cream.....	Gal.	4,701	149,534	9,778	8,579	86,515	2,277,691	86,200	38,700	20 p.c.	23 p.c.	(i)
Milk, fresh.....	Gal.	110,050	121,611	186,714	246,544	284,475	285,853	461,412	1,101,894	Free	5c. gal. (j)	20c. gal. (j)
Milk, condensed, including milk powder.....	Gal.	187,881	322,820	480,357	415,025	480,357	480,357	751,154	1,01,894	Free	5c. gal. (j)	20c. gal. (j)
	Gal.	142,105	125,845	267,203	392,044	248,150	272,973	628,550	628,550	Free	2c. gal. (j)	2½c. gal. (j)
	Gal.	45,927	28,624	79,397	79,397	79,210	62,397	112,556	178,277	Free	2c. gal. (j)	2½c. gal. (j)
	Lb.	524,450	873	849,400	447,100	1,612,594	32,791	1,753,336	1,272,900	Free	2c. per lb.	1c.—3c. lb.
	Lb.	66,150	115	95,781	40,281	216,745	7,128	212,390	109,343	Free	2c. per lb.	1c.—3c. lb.
Seeds—												
Clover seed, alsike.....	Bush.	1,899	12,992	13,255	19,810	3,103	24,127	47,548	54,666	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	23,204	116,171	112,350	212,182	41,945	221,424	375,678	594,545	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	45	396	78,472	7,906	3	33	9,463	123,339	Free	Free	4c. per lb.
Flaxseed.....	Bush.	210	346	25,821	7,359	1,360	1,090	33,086	13,339	Free	Free	(k)
Grass seed.....	Bush.	122,183	309,061	278,238	318,139	121,812	866,690	119,875	708,828	Free	Free	(k)
	Bush.	6,977	18,891	21,773	2,454	9,249	30,290	33,113	1,601,033	20c. bu. 56 lb. 30c. bu. 56 lb.	40c. bu. 56 lb.	40c. bu. 56 lb.
	Bush.	14,555	77,657	48,212	4,808	19,632	121,919	73,893	5,823	Free	Free	2c. per lb.
Potatoes.....	Bush.	674,547	171,195	284,815	1,304,424	992,981	289,330	257,554	1,529,689	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets.....	Ton	3,670	4,531	12,888	17,746	9,152	288,054	141,219	1,867,593	Free	25c. bu. 60 lb.	50c. per 100 lb.
Turnips.....	Bush.	32,624	27,201	77,890	106,079	50,885	44,876	101,668	1,308,507	5 p.c.	5 p.c.	80c. ton 2,240 lb.
Miscellaneous Products—												
Eggs.....	Doz.	35,430	29,672	11,622	273	105,909	48,525	54,528	356,235	15 p.c.	15 p.c.	12c. per 100 lb.
Hay.....	Ton	159,243	2,766	116,049	361,395	460,736	4,486	194,680	633,401	Free	Free	8c. per doz.
Maple sugar.....	Lb.	16,279	347,743	185,285	101,442	722,611	540,921	690,457	273,308	\$2 ton 2,240 lb.	\$2 ton 2,240 lb.	\$4 ton 2,240 lb.
Tallow.....	Cwt.	2,656	1,038	28,008	11,968	185,981	39,603	96,061	32,667	3c. per lb.	3c. per lb.	4c. per lb.
Wool.....	Lb.	16,366	10,445	90,905	1,301	2,923	2,657	4,076	1,942	Free	Free	4c. per lb.
	Lb.	338,283	24,180	700,921	1,573,218	723,925	107,455	32,844	17,993	Free	Free	4c. per lb.
	\$	88,383	2,426	290,816	541,738	213,014	10,614	1,331,112	2,771,310	Free	(l)	(l)
Total value of above commodities.....	\$	32,373,411	9,569,374	3,935,394	9,531,931	62,100,016	17,633,141	7,729,887	16,904,875			

(a) Cattle weighing less than 1,050 pounds, 11c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad val.; from September 21, 1922, to April 6, 1924, 15% ad val.; subsequent to April 6, 1924, if from wheat 7½% ad val.; if from other cereals, 16% ad val. (e) Prior to April 6, 1924, 78c. per 100 lb. (f) Applies to particular meat in question when "fresh." (g) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (h) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Cheese, 5c. per lb. but not less than 25 per cent. (j) i.e. 23 cubic inches about equal to five-seighths of Imperial gallon. (k) Clover seed, crimson, 1c. per lb.; white, 8c. per lb. and other, 2c. per lb. (l) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

CUBAN MARKET FOR BEERS AND ALES

A. E. FORTINGTON

Havana, Cuba, December 2, 1925.—The domestic brewing industry in Cuba is very extensive and well-established. The brands most commonly made, both in bottle and cask, are "Tropical" and "Polar", these being consumed in very large quantities. Their long establishment and the free advertising methods of the producers place these brands in prominence, not only before the Cubans and other native population, but also before the large number of tourists who visit Havana during the season. As these products are of local brew, their prices naturally are much lower than those of imported ales and beers.

Notwithstanding this fact, it is surprising to realize the extent to which beer and ale are imported. Apparently this importation is warranted and is governed chiefly by the tourist demand, since Cubans in almost every instance drink the domestic product. Therefore it would seem that there is no reason why Canadian brews should not be seen on this market. British beers and ales now in favour are of the strong, slightly bitter type, while the German, Mexican, and Cuban goods are much lighter and after the style of the slightly sweet Pilsener lager.

Canadian firms desiring to enter this market must be prepared to undertake an active and extensive advertising campaign. The procedure is to place an agency with a first-class broker in Cuba, who undertakes the advertising, pays all bills in respect thereof, and transmits net proceeds of shipments to his principals.

The United States is the only country which enjoys tariff preference over Canada, but as yet no United States firm has entered the market. The Cuban Government is now considering the raising of the import duty on beers and ales, and a measure with that end in view is now before the Legislative Assembly.

The following table gives an idea of those brands now on the market and the prices which Canadian firms must meet:—

British.—McEwan, "Globe" brand, cases 72 pints, \$8.95 c.i.f. Havana, duty \$2.50, sells at \$14; cases 120 $\frac{1}{4}$ bottles, \$11.29 c.i.f. Havana, duty \$2.50, sells at \$16. Tennent's "T" brand and "P/P" brand costs the same as "Globe," but on account of very long standing in this market commands: pints, \$17; $\frac{1}{4}$ -bottles, \$19.

German.—Beck's bier, "Key" or "Llave" brand (Pilsener lager). Sells in bond at \$9, which price includes agents' profit. Cases 72 pints, duty \$2.50, retails locally at \$12.50. "Fuente Blanca" brand: cases 72 pints, \$7 c.i.f. Havana, duty \$2.50, sells at \$12.50.

Mexican.—"Carta Blanca" brand: cases 60 pints, duty \$2.10, sells at \$12.50.

Cuban.—"Tropical" brand, barrels 120 pints, sells at \$11.75; "Polar" brand, barrels 120 pints, sells at \$10.50.

Total imports in 1922 were valued at \$303,300, and in 1923 at \$367,734. Regarding the latter figures, imports in barrels, mainly from Germany and Spain, were valued at \$2,832, and imports in containers, other than bottles, mainly from Mexico and the United Kingdom, were valued at \$3,348. The great bulk of the imports were of the bottled variety, to a total value of \$361,604, the United Kingdom's share being \$280,097, followed by Germany with \$62,187, Mexico \$8,062, Holland \$5,131, United States \$3,698, the remainder coming from Canada and from various Continental countries.

NORWEGIAN BUTTER MARK

As a consequence of the increasing production of butter in Norway, writes a correspondent of the *London Times Trade Supplement*, the lack of a special trade mark of quality for Norwegian butter has made itself felt, and it has therefore been agreed to introduce such a trade mark. The mark decided upon consists of three four-leaf clovers and the words: Norwegian butter and Norge firkløver.

HEMLOCK AND RED CEDAR IN JAPAN

Market Demands, Specifications and Requirements

A. E. BRYAN, INSPECTOR TRADE COMMISSIONERS' OFFICES; FORMERLY TRADE COMMISSIONER IN JAPAN

The importation of hemlock was at first rather slow to take hold in Japan, but during the last year or two it has established itself, particularly since the earthquake. The initial shipment was made by a Tokyo firm in 1920, when the total hemlock imports amounted to about 2 per cent of the imports of Douglas fir lumber. Last year hemlock filled 20.15 per cent of the total demand for rough sawn lumber, as compared with only 14.94 per cent in 1923. Altogether there were some 131,000,000 board feet of hemlock imported, as against 62,850,836—an increase of over 100 per cent. This is a very big increase when it is borne in mind that a few years ago the wood was practically unknown in Japan, although Japanese *toga* is very much similar in all respects, but there is not much of it available. The wood being straight in grain, strong although light in weight, and free from pitch or resin, makes it in some ways more preferable than Douglas fir, especially when the price is considered.

Uses for Hemlock in Japan.—The increasing hold that hemlock has obtained in this market is due to the fact that the shipments of fir consisted principally of large (18 inches by 18 inches to 24 inches by 24 inches by 20 to 40 feet long) and medium (12 inches by 12 inches to 16 inches by 16 inches by 20 to 40 feet long) squares, while by far the greatest quantity of hemlock is shipped over in baby squares (4 inches by 4 inches up to 4 $\frac{3}{4}$ inches by 4 $\frac{3}{4}$ inches by 10, 13 and 20 feet long), although sometimes hemlock big squares, medium squares and also flitches are imported. There are so many hemlock baby squares imported, however, that the tendency is to think that there is much more hemlock bought than is actually the case.

I. HEMLOCK LARGE AND MEDIUM SQUARES

There are, as pointed out above, importations of large and medium hemlock squares, and the specifications are exactly the same as in the case of Douglas fir squares (see last issue, page 642).

II. HEMLOCK BABY SQUARES

Here again, the specifications are exactly the same as the Douglas baby squares (see last issue, page 643).

Opinion of the Trade.—There are many dealers who are of the opinion that hemlock from Canada is not so good as that coming from more Southern points. This is really a difficult point to decide, as most dealers become prejudiced immediately they receive a shipment that does not come quite up to their expectations, no matter if they had a dozen shipments prior to that time which were satisfactory. Most of the trouble in regard to *old cut* baby squares happened to be on hemlock, which in many instances was shipped here by Canadian export firms, although the Pacific Lumber Inspection Bureau certificate showed that the goods themselves were from various mills in the state of Washington. Hemlock old cut lumber is especially objectionable as the wood deteriorates quickly in any case, especially in humid weather, and as Japan is very damp at all times, the dealers like always to have fresh cut stock.

Recommendations.—As has already been emphasized, no old or discoloured lumber should be used to fill new contracts. Good sound lumber sawn carefully to the right dimensions is absolutely essential if trouble is to be avoided.

III. HEMLOCK FLITCHES (MERCHANTABLE)

These are used for the same purpose as Douglas fir, and are generally of the same specifications as fir with the addition of the following:—

(1) 6 in. and thicker by 10 in. and wider by 18 ft. and up; (2) 6 in. by 12 in. and wider; (3) 4 in. to 6 in. by 10 in. and wider by 18 ft. and up; (4) 6 in. by 10 in. to 72 in.—length 18/40 ft.

IV. HEMLOCK LOGS

These are imported sometimes instead of baby squares to be sawn up in Japan, the specifications being the same as those of Douglas fir logs.

V. HEMLOCK AND FIR BOARDS

These were imported in large quantities just after the earthquake, but not so much now, as there is an import duty of 3.10 yen per cubic metre on them.

Specifications (merchantable: common and better admissible up to 30 per cent), are as follows:—

(1) 1 in. by 4 in. and wider by 10 ft. long, and up; (2) 1 in. by 4 in. to 12 in. by 8/24 ft. long; (3) 1 in. by 6 in. and wider by 10 ft.; (4) 1 in. by 6 in. and wider by 10 ft. and up; (5) 1 in. by 6 in. and wider by 12 ft.; (6) 1 in. by 6 in. to 12 in. by 8 ft. and up; (7) 1 in. by 6 in. to 12 in. by 10 ft. and up; (8) 1 in. by 6 in. to 12 in. by 10 ft. and up; (9) 1 in. by 6 in. to 12 in. by 8/24 ft.; (10) 1 in. by 6 in. to 12 in. by 8/24 ft. and dressed to 3 in.; (11) 1 in. by 8 in. and wider; (12) 1 in. by 8 in. to 12 in. by 12 ft. and up; (13) 1 in. by 8 in. and wider by 12 ft.; (14) 1 in. by 8 in. to 12 in. by 12 ft.

Recommendations.—Exporting mills in Canada should be careful to supply good quality material, especially in the case of baby squares. Up to the present the quality of hemlock arrivals has been too irregular, some very good and others not in accord with the grading rules. The result is that many buyers who have experienced unsatisfactory parcels from Canada are rather sceptical about the possibilities of obtaining regular supplies from Canadian mills which are at the same time uniform in quality. Canadian firms must try to create the same high reputation for hemlock that they have acquired in their Douglas Fir lumber: the one should be as feasible as the other.

Red Cedar

Cedar is perhaps after all the most sought-for wood in Japan. The very fact that the local wholesale lumber market has for its barometer the cedar panel or *Shibuuta* as it is known in Japanese, shows the important factor it is in the trade. Cedar is also the most difficult, the most highly specialized, and is by far the most exacting in its requirements of any kind of lumber. So careful must the manufacture be, that the Japanese prefer to import the log and saw it up themselves, for they know then that they can saw to the exact requirements of the trade.

Some 32,547,157 board feet sawn lumber were imported into Japan last year, which was only about 5 per cent of the total imports. In 1923, 53,005,469 board feet were purchased or 12.60 per cent of all the sawn lumber imported that year. On the other hand, there was a very large increase last year in the import of cedar logs, nearly 100,000,000 board feet being imported into Yokohama alone, while another 56,000,000 board feet entered at Osaka.

Uses for Cedar.—Because of its resistance to decay and its imperviousness to water, cedar is used for many purposes in Japan. Its durability, and the fact that it will not warp, shrink or swell makes it an admirable building material, and it is principally used for making the wooden ceilings in all Japanese houses. It is not used in Japan for the manufacture of shingles, as it is in Canada. Only tile and clay shingles are employed in this country.

In the better class houses and buildings, cedar is used instead of fir for foundation posts, joists and scantlings, as well as cedar boards or panels for the outside of the house. Many smaller articles such as buckets and tubs and Japanese baths, *shoji* (kind of door) and doors are made of cedar. In fact, it

is known in Japan as useful for any purposes where dampness is to be met with and durability is desired. Because of its very straight and beautiful grain, there is a demand for the best quality; and often a good premium will be paid for extra fine No. 1 logs, which are used for making the best quality panels. Such panels command a very high price.

The Japanese *sugi* (cedar) is very beautiful and uniform in its quality. By far the loveliest and the finest ceilings in Japan, wonderful for their beauty of grain and for their fine manufacture, are made from the local *sugi*. This wood is very scarce now in Japan, and its price is almost out of the reach of ordinary people. It comes from Akita prefecture in the north of Japan, to which part Canadian cedar is also shipped, so that one can easily understand that the formerly much used *sugi* is now almost a wood of the past, especially as Canadian cedar is so much cheaper in price.

SPECIFICATIONS OF CEDAR

I. Cedar fitches (No. 2 Clear and Better)—

(1) (No. 2 Clear and Better) 3 in. and thicker by 10 in. and wider by 6 and/or 12 ft.; (2) 3 in. and thicker by 10 in. and wider by 6½ and/or 13 ft.; (3) 3 in. and thicker by 6 in. and wider by 6 ft. 6 in.; (4) 3 in. and thicker by 8 in. and wider by 6 ft. 6 in.; (5) 6 in. by 10 in. and wider by 13 ft.; (6) 6 in. by 10 in. and wider by 13 ft. and longer; (7) 6 in. by 12 in. and wider by 13 ft.; (8) 6 in. by 12 in. and wider by 13 ft. and up.

Cedar fitches (Merchantable)—

(9) (Merchantable) 6 in. by 12 in. and/or 12 ft.; (10) width, 75 per cent or over 12 in., not over 25 per cent 6 in. to 11 in.; thickness, 75 per cent or over 5 in., 5½ in., 6 in., not over 25 per cent 3 in. to 4½ in.; length, 6 ft., 6 ft. 6 in., 12 ft. or 13 ft.

Sometimes the percentage of edge grain and flat grain is stipulated when ordering cedar fitches.

Note.—On all cedar fitches 2 inches extra are allowed on the 6 foot and 4 inches on the 12 foot and 13 foot which are not to be charged.

Opinion of the Trade.—Cedar fitches are used for cutting up into panels. It is therefore important to satisfy every requirement especially as regards colour. The best grades must be of a bright yellow or light red shade, and if any quantity of this grade can be supplied, a high price will be paid for it. The colour must be uniform and show no dark streaks or heart rot. Perhaps it would be more correct to say that uniformity of colour is the most important feature and that the light yellow shade is the most desirable. Some districts or exporters have the name of supplying better cedar than others, but as to where the best cedar comes from it is hard to tell, because occasionally every well-known cedar exporter lets a poor lot slip through which causes the opinion of the buyers to change from time to time.

Recommendations.—It would be a good idea for any mill interested in the cedar fitch business to send their expert out to Japan for a month or two and let him study the special requirements, by going around to the various mills and seeing the panels manufactured. Experience is the best teacher, and Canadian exporters who have been in Japan many times still find something to learn about the cedar trade each time they return to that country.

II. CEDAR SQUARES AND BOARDS

Orders are sometimes placed by Japanese buyers for cedar baby squares of the same dimensions as those shown in the case of fir. Cedar inch boards 6 or 13 feet long are purchased occasionally.

III. CEDAR LOGS

The cedar log business, as has been stated, is very large. Some firms import nothing else, and competition is keen. The buyers are very strict, and follow

the grading rule to the letter, always making claims if they are convinced that the logs are not up to quality. Claims on cedar logs are probably more frequent than on any other one specification. There is so much room for argument. With logs divided into only three grades, it is sometimes impossible to convince a Japanese buyer that his shipment averages up to the requirements. They are inclined to forget that it is the *average quality of shipment* that counts, and seldom take into consideration the fact that many logs could be picked out which are better than the required grade. The most frequent specifications in Japan are as follows (all cedar logs measured according to Brereton's Log Scale).

- (1) Clear Red Cedar Logs—Top diameter, 18 in. and up; length, 12 ft.
- (2) Clear Red Cedar Logs—Top diameter, 18 in. and up; length, 13 ft.
- (3) Select Red Cedar Logs—Top diameter, 12 in. and up; length, 12 ft.
- (4) Select Red Cedar Logs—Top diameter, 12 in. and up; length, 13 ft.
- (5) Merchantable Red Cedar Logs—Top diameter, 12 in. and up; length, 12 ft.
- (6) Merchantable Red Cedar Logs—Top diameter, 12 in. and up; length, 13 ft.
- (7) Red Cedar Logs, camp run—25 per cent Clear (Top diameter 18 in. and up), 50 per cent Select (Top diameter 12 in. and up), 25 per cent Merchantable (Top diameter 12 in. and up) length 12 or 13 ft.

Note.—In all cedar log business, the logs must be 2 inches to 3 inches over length for which no charge is made.

Opinion of the Trade.—The dealers have come to know cedar by the locality in which it is grown or by the man who collects the logs. Thus Capilano, Spencer, Grace Harbour, Hodge, Seymour and a few other brands have their respective customers in Japan.

The most frequent complaints are due to dark coloured or rotten centres, streaky colour, too many knots, and short lengths. The grading rules show the allowances under these headings and it is not necessary to enumerate them here. The writer has inspected many shipments of logs having one or the other of these defects and according to his opinion some of the so-called bad shipments were quite up to grade, while others were certainly below the standard set by the grading rules, and claims were accordingly made and in most cases paid by the shipper. Indeed if a shipper wishes to stay in the business it has come to the point now where claims must be given attention, otherwise orders will be directed to other exporters.

IV. CEDAR CANTS

Clear grain cants are imported regularly for sawing up into various specifications by the local mills and work shops. They are employed to large extent for manufacturing all kinds of pails, tubs, etc., where only a clear grained wood is desirable.

Recommendations.—In all cedar business it is best to have a first-rate cedar man choose the goods for export, especially in the case of cedar logs. Such a man should have been out in Japan studying the peculiarities of the market, so that he will be quite familiar with the quality of log wanted. It all sounds simple, but there is a lot to learn about this business on the spot in Japan. There should be some way of checking the quality of the logs again as they are being loaded. In the past, the writer has inspected very bad-quality logs that should never have been passed and shipped. It is perhaps quite impossible for a large firm to examine every stick of wood they sell in foreign countries, but there certainly should be some official of the firm in whom they have confidence to inspect each shipment. It is admitted that there is a wide diversity of opinion in the case of many shipments of logs, and that logs are a natural product each of which is different in some way from the other, with the result that it is impossible to ship logs with the same uniformity as if they were pencils or pins. At the same time there is no doubt at all in the writer's mind that both shippers and inspectors have been too lax in their efforts during the last year or two to give fair average shipments according to the grading rules as adopted in Canada and the Pacific Coast States.

CZECHO-SLOVAK MARKET FOR CANADIAN MINERALS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, November 26, 1925.—Like other highly industrialized countries, Czecho-Slovakia is a large consumer of various minerals. Exports of minerals from Canada to that country are not indicated in the Canadian trade returns, since Czecho-Slovakia receives the greater part of its supplies of Canadian asbestos, cobalt, nickel, graphite and other minerals through the intermediary of firms in Germany. While this method of trading is satisfactory to the Canadian exporters, it may be of interest to review the Czecho-Slovak market for the consumption of various minerals which are produced in Canada.

ASBESTOS

In the year 1923 Czecho-Slovakia imported 1,948 tons of asbestos, of which 1,262 tons are shown as having been imported from Germany, 282 tons from Hamburg, 143 tons from Canada, 85 tons from Russia, 79 tons from the United States, and 47 tons from South Africa. Asbestos is used chiefly for the production of asbestos sheets. The factories have organized a combination for the sale of finished products, but the raw material is purchased separately by each of the constituent factories. Hamburg is the chief source of supply for raw asbestos, and a considerable quantity of Canadian asbestos is purchased from stocks consigned to Hamburg. Zurich has also been a depot for obtaining stocks of imported raw asbestos, but not to the same extent as Hamburg. Exports of finished asbestos products are made from Czecho-Slovakia to Poland, Austria, and Hungary.

COBALT AND NICKEL

Czecho-Slovak requirements for cobalt are considerable, on account of the large enamel and glass industries in the republic. This material is chiefly imported in the form of cobalt salts, which are usually obtained from the large German refining works in Iserlohn, Frankfurt, and Leipzig. The latter in turn obtain a large part of their raw material from Canada. The same considerations apply to nickel, there being a fairly large demand in Czecho-Slovakia for nickel metal and nickel sulphate. Imports of nickel metal in 1923 amounted to 266 tons, of which 154 tons were ascribed to Germany and 46 tons to Great Britain.

GRAPHITE

There is a large production of graphite in Czecho-Slovakia, and a considerable quantity of Bohemian and Moravian amorphous graphite is exported to pencil factories in Germany and other countries, but at the same time there has always been an import of crystallized graphite for crucible making and lubrication. Some of the large Bohemian graphite mines supply lubricating graphite to the mining industry, and recently a refinery in Southern Bohemia succeeding in producing from local raw material a crystallized graphite with 94 per cent carbon content, but the price is too high and crystallized graphite continues to be imported from abroad. Imports of graphite in 1923 amounted to 823 tons, of which Austria supplied 640 tons, and exports to 7,869 tons, of which 5,711 tons went to Germany.

MICA

The electrical and slow-combustion stove industries in Czecho-Slovakia use a great deal of mica, which is usually imported in slabs from India. The plates are mostly cut and stamped in Hamburg, and very little is cut in Czecho-Slovakia.

FELDSPAR

In Western Bohemia there are a few small mines producing feldspar, which they sell either in pieces or ground. Most of the requirements, especially for glazing purposes, are met by importations from Scandinavia. In 1923 the total import was 1,526 tons, of which Germany was credited with 1,339 tons, Sweden with 127 tons, and Norway with 25 tons. It is considered that Canada could compete only with difficulty on account of the high freight rates, as the material should not cost more than 300 Czecho-Slovak crowns (\$9) per metric ton c.i.f. Hamburg.

TALC

Imports of talc or soap stone into Czecho-Slovakia in 1923 totalled 988 tons, of which 884 tons were supplied from Austria, where this material is available in large quantities. The Austrian product is carefully sorted and finely ground and can be cheaply delivered. On the other hand, there is an opening for a certain kind of talc which can be cut and shaped on a turning lathe, as this product is required for making electrical goods and watch glasses.

MAGNESITE

Crystallized magnesite for smelting purposes is produced in Czecho-Slovakia and Austria and exported in fairly large quantities, but at the same time there is an opening for the importation into Czecho-Slovakia of amorphous magnesite, white, and as free as possible of iron. This is used for a variety of purposes and has hitherto been almost exclusively obtained from Greece.

ARSENIC

Ores containing 26-30 per cent and more of arsenic are produced in Czecho-Slovakia, but there are constant inquiries for the importation of high-percentage arsenic ores as well as concentrates. It would be chiefly in the latter that business might be done with Canada.

ZINC

Although there are large deposits of zinc in Czecho-Slovakia, zinc concentrates are entirely imported from abroad. Poland is the chief supplier and in 1923 shipped 4,180 tons out of a total import of 7,243 tons. The business in imported zinc is principally done through intermediaries in Frankfurt, Berlin, and Hamburg.

COPPER

There are only two small copper mines in Czecho-Slovakia, one of which recently closed down. Imports of raw copper in 1923 amounted to 10,300 metric tons, of which Germany was credited with supplying 6,707 tons and the United States 3,069 tons.

SILVER-LEAD

The only important silver-lead mine in Czecho-Slovakia is the Government mine in Příbram, which before the war yielded 20,000 tons of ore a year, from which 45 tons of fine silver and 3,800 tons of lead were secured.

IRON ORES

The total import of iron ores into Czecho-Slovakia in 1923 was 832,938 metric tons, of which 663,121 tons originated in Sweden. Iron pyrites are obtained from Spain for the use of the producers of sulphuric acid and of the paper factories. The chief Czecho-Slovak deposits of iron ore are in Bohemia, near Pilsen.

AUTOMOTIVE MARKET IN SIAM

TRADE COMMISSIONER A. B. MUDDIMAN

[Subjoined is the fourth of a series of reports on the Siamese Market by Mr. Muddiman. The first, introductory to the series, was published in No. 1140; the second, on Food Products, in No. 1141; and the third, on Metal Manufactures and Machines, in last issue.]

Automobile imports into Siam are limited by lack of roads. Transportation routes into the interior are either (1) the klongs or canals and rivers that have been from time immemorial the only arteries of transportation; and (2) the Siamese railways of which there are about 2,400 kilometres. The old jungle paths used for pack animals such as elephants, ponies, buffalo and bullocks are still in use in areas where there are no available waterways. Intercommunication is still difficult where the ubiquitous Siamese klong or waterway is wanting. From the automobile exporter's standpoint therefore, only those centres are of interest in which roads are available. These are: (a) Bangkok with about 100 miles of streets and roads; (b) the Singora area in the farthest south of the Siamese territory, bordering on the Malay States; and (c) the area of which Chiang Mai is the centre in the north. Each of these areas will be briefly discussed.

BANGKOK AREA

The Bangkok area is of course the largest employer of automotive transport, but, owing to its limited mileage, the conditions have an effect on the type of imports. To be brief, in a way Bangkok is becoming the scrap market for old second-hand cars from Singapore. Its mileage is purely within the city and environs, and the wily Oriental has soon realized that a car, which would be useless on the miles of road of the Straits Settlements, will still function in the confined area of Bangkok city. Secondly, this restricted mileage offers a very favourable market for small runabouts and baby cars such as the French Mathis, Peugeot, etc. The demand for big, high-speed cars is therefore not large, nor are touring cars in request. When roads, however, are ultimately constructed, the writer cannot but believe that the interior of Siam will hold out great attractions to motorists and tourists coming direct from Penang and Singapore. In Bangkok itself nearly all the makers are represented and the Canadian Ford is commonly seen.

SINGORA AREA

The Singora area in Southern Siam bordering on the Malay States is becoming a well-developed zone so far as highways are concerned, though it must not be imagined that these are macadamized roads of the best type. The great contrast between the British Malayan territories and the Kingdom of Siam lies in this regard. Malaya has a wonderful succession of roads and highways for automotive traffic, which are kept up to a remarkably fine standard if one remembers the conditions under which they are maintained. In Siam, on the other hand, while the railway trackage is being developed, the roads are not. One day an immense amount of highway work will have to be undertaken. At present the Siamese are content to follow their waterways. Indeed, as a very large percentage of the population live in house boats on the klongs and rivers, the waterways serve excellently as yet as the main arteries for the distribution of goods, etc. In the Singora area, however, conditions are slightly reversed, and it is the landway not the waterway that is the best commercial artery. Another factor which is leading to the introduction of cheap cars into this area is the number of Straits Chinese who have been drawn there to the tin mines, and who

have experienced in the British Malayan territories, either directly or indirectly through the reports of friends and relatives, the great advantages of automotive transport.

The great consideration for the manufacturer, in order to obtain in the area the best sales, is whether the Singora area—which is, of course, much too small for a direct representative—should be fed either from Singapore or Bangkok stocks. It is the writer's suggestion that, from the automotive point of view, it will be found best to draw supplies locally from the larger of these two centres—that is Singapore.

CHIENG MAI AREA

Roads around Chieng Mai are still of course very restricted, but there is no doubt that a network of land routes is opening up here, however slowly it may be before it reaches considerable dimensions. There are, however, even at the present juncture, sufficient roads to encourage the purchase, in a small way, of automobiles. The great drawback which retards sales is the very heavy freight charged by the Siamese State railways to carry up the cars from Bangkok. The additional ticals tacked on by this inland transportation raises the price of cheap cars in a way that makes their purchase for local Chinese retailers and merchants, among whom they would find their readiest market (for the European population up north is negligible), a matter of very serious consideration.

AUTOMOBILE PARTS

In view of the increasing number of automobiles entering Siam, an increased sale of spare parts and accessories may be anticipated with reasonable confidence. According to the Dominion Bureau of Statistics, Canada's exports of freight automobiles for the last three fiscal years were: 1922, 15; 1923, 50; 1924, 157. For the first quarter of the present fiscal year 78 freight automobiles were shipped out. In passenger cars for the same periods Canadian exports were as follows: 1922, 64; 1923, 41; 1924, 118; while for the first quarter of the present year 60 cars have already been shipped from Canada. All this points to a market that is increasing in a small but definite way. An even surer indication of this will be found if the total imports are examined in the Siamese statistics. In fiscal year 1922-23, 244 came in; for the year 1923-24, 452 were imported, and last year the number had risen to 670. The number of English cars had increased from 40 to 93 and Italian cars from 19 to 36. Cars from North America (including Canada) had gone up from 280 to 438.

Again, the total imports of automobile parts into Siam in 1923-24 were 42,842 kilogrammes, but last year these had nearly doubled (80,883). Practically 70 per cent of this trade is in the hands of American and some Canadian factories. The disadvantage that many of the Canadian factories, in the accessories business, are up against is that Canadian-made American cars pass through American export houses, who are naturally closely in touch with American accessory manufacturers. These people have a tight hold on the local importers, and until the Chinese small motor repair shops blossom out as they do in the Straits Settlements, business in such lines as pumps, lamps, bumpers, etc., is largely in New York hands. But it will not be long before the Chinese start up in real earnest, and the writer has already noticed that Chinese firms in Penang and Singapore are contemplating with interest Bangkok.

SPARK PLUGS

In the case of spark plugs, well-known German and English firms are already represented. It is hoped that Canadian firms, if not already in the field, will secure representation. It should be noticed there is some demand for spark plugs for motor boats.

MOTOR BOATS

Besides a certain demand (which must not, however, be exaggerated) for motor boat fittings, accessories, etc., there is also business to be obtained for cheap motor boat engines or those parts which will adapt an old car engine to marine use. Hulls are of course constructed locally of teak wood. Freight on imported hulls would render them non-competitive; nor is the species of wood employed in Canadian hulls suitable for tropical waters. Elaborate fittings, etc., are not required. Price rather than quality rules. There is also a sale for out-board motors and well-known makes are on the market.

MOTOR AND PUSH CYCLES

Last year 107 motor cycles were imported as against 71 for the previous period. England shipped 80 as against 14 from the United States. In push bicycles England has practically 70 per cent of the trade. Last year 3,549 came in, against the previous year's 2,174, showing a marked increase in English and German machines. No American machines were imported.

TIRES

Canada is not listed either in local returns or Dominion returns as a shipper of motor car tires; but, as a matter of fact, through its Singapore distribution office one Canadian factory is doing business. In fact, most factories supply the Siamese market from stocks carried in Singapore and it should not be thought, when studying the local statistics, that manufacturers of tires in Singapore have any vital interest in this business. In fact, Singapore's exports are really re-exports. The same remarks apply to cycle tires. The total imports of motor car tires last year was 74,618 kilogrammes and for cycle tires 11,591.

ELECTRICAL GOODS AND APPARATUS

The United Kingdom, followed by Germany and the United States, are the big suppliers of electrical goods. In Bangkok there is a first-class Danish company known as the Siam Electricity Company, Limited, whose head office is 4 Ny Kongens-gade, Copenhagen, who act as electrical and mechanical engineers and are the concessionaires of electric lighting and tramways (street cars) in Bangkok and suburbs. They are also Government contractors, and largely control the trade for accessories. They handle Philips, Osram, and G.E.C. lamps; C.A.V., Remy, and Delco accessories.

The total imports into Bangkok last year were valued at ticals 796,294 and showed a decrease from the previous year.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Bldg., Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

GAMBIA COLONY AND PROTECTORATE

Gambia colony and protectorate is the oldest and smallest of the British possessions in Africa. It consists of a narrow strip of land, which follows the Gambia river along its course on either bank for about 250 miles, and has an area of about 4,130 square miles. The population of the colony and protectorate is about 210,530, with about 220 Europeans. Bathurst is the principal city and ocean port.

Resources and Foreign Trade.—The resources of Gambia are limited, and the colony depends entirely on agriculture for its prosperity. The foreign trade, like that of all young countries, consists in imports of manufactured goods, and exports of raw material in exchange.

The only crop of importance is the groundnut or peanut, which accounted for 96.48 per cent of the total exports of the colony in 1924, or about £860,000, the exports being valued at £893,359. Great Britain took 54.12 per cent of the total, and France 33.77 per cent.

The total imports for 1924 were valued at £669,700 as against £790,013 for 1923, the reduction being due chiefly to lower imports of cotton piece goods. Among the principal articles imported in 1923 may be mentioned the following: cotton piece goods, £232,770; tobacco, £33,995; sugar, £23,905; flour, £15,868; hardware, £14,983; provisions, £10,645; biscuits, £8,860; timber, £8,413; hats and caps, £8,809; soap, £6,913. The British Empire furnished 69.47 per cent of the imports, France 12.89 per cent, Germany 6.91 per cent, the United States 5.23 per cent, and all other countries 5.50 per cent.

Opportunity for Trade with Canada.—Canada participates to an unappreciable extent in the import trade of Gambia, and takes almost none of her exports. With direct sailings from Canada to West Africa recently established by Messrs Elder Dempster Company Limited, it is hoped that a substantial trade may be built up between these two portions of the British Empire. During the year ending September, 1925, Canada imported, chiefly from the United States and China, peanuts valued at \$582,347. As previously stated, the export of peanuts comprise about 96 per cent of Gambia's export trade. There should thus be a possibility that Canada might supply Gambia's requirements of flour, biscuits, soap, provisions, etc., and take peanuts in return.

THE TRADE OF HAITI

TRADE COMMISSIONER JAMES CORMACK

Kingston, Jamaica, December 4, 1925.—From statistics of the first nine months (ending June 30) of the current financial year, which are just to hand, it is apparent that Haiti's foreign trade has made substantial progress, both in imports and exports. Already the total for nine months this year is over \$8,000,000 more than for the same period of last year, and is nearly \$4,000,000 in excess of the total for last year. Imports for the period stated are valued at \$15,257,690, while exports amount to \$17,434,766. For the first time in many years the value of the exports is likely to exceed that of the imports.

Cotton goods imports form the largest item, and total \$5,630,199, being an increase of about 75 per cent over the figures for the corresponding period last year. Wheat flour imports, however, have substantially declined: \$2,071,988 as against \$2,498,278. Iron and steel total \$698,719, an 80 per cent increase; lard and its substitutes, \$681,253, a 20 per cent increase; and fish, valued at \$641,703, shows a three-fold advance. Sacks and cordage increased by about one-third, machinery by about 25 per cent, and soap declined about 25 per cent to \$332,090. Other imports of lesser value than a quarter of a million dollars which show increased trade are leather, auto accessories, gasoline, paper, and butter.

The export trade of Haiti is (unfortunately for her economic independence) largely summed up in one word—coffee. For the period under review it accounted for \$14,150,842 out of a total of \$17,434,766, or \$4,300,000 over the

value of the same period in the preceding year. The weights of exports for both periods are about the same, and therefore the apparent progress is largely represented by the abnormal rise in the price of the coffee, occasioned by Brazilian troubles. Cotton, the second export in point of value, has declined to \$1,823,719, but the weight (3,141,140 kilos) is approximately the same.

ARTIFICIAL SILK INDUSTRY IN FRANCE

In France the use of artificial silk has made more rapid strides than its production, and though new factories are planned and existing ones are expanding, their output still cannot cope with the demand. Such, says the *Manchester Guardian Commercial*, is the gist of Mr. J. H. Cahill's survey of the French artificial silk industry given in the Department of Overseas Trade report on economic conditions in France. The tendency in recent years, the report goes on, has been for imports to increase, for while in 1922 French makers failed to meet the demands from consumers by 143 tons, this figure rose to 555 tons in 1923 and to 1,615 tons in 1924. As against this there has been a very striking expansion in the export of artificial silk piece goods. While in 1913 exports of these exceeded imports by 11 tons, the favourable export balance rose to 59 tons in 1922, to 209 tons in 1923, and to 545 tons in 1924. French output for 1925 is estimated at 6,500 tons, while this production is likely to be doubled in 1926.

At the present time there are in France nineteen artificial silk factories, with a total productive capacity of 37.5 tons a day. These factories, which with one exception employ the viscose process only—no French factory is now manufacturing nitro-cellulose (chardonnnet) or cuprammonium silk—are situate mainly in those districts where the consumption of artificial silk yarns is greatest. In the Lyons area and the surrounding departments there are eleven factories, while the remaining eight, situate in the north and northeast of France, supply the great textile district of Lille-Roubaix-Turcoing and Troyes. The Lyons district accounts for 70 per cent of the total French production, and rapid strides are being made in the northern area.

TURKEY'S GROWING DEMAND FOR AGRICULTURAL MACHINERY

The demand for agricultural machinery in Turkey is still relatively unimportant, according to the *British Export Gazette*, but there is an increasing desire on the part of agriculturists to employ modern types, and the recently formed Agricultural Bank is helping in this development. Altogether there are at present about 750 tractors in Turkey, of which at least 600 are American. An inquiry for harvesting and threshing machinery and hay presses is following as a matter of course. Oil presses and mills which can be operated by tractors, and moved from place to place, are also in demand. Germany and Italy come next to America in supplying the market, but in the Adana district British types, especially harvesting machinery and steam ploughs, have become popular, and there is no reason, if suitable propaganda is initiated, why their popularity should not be spread to other districts also.

WOOD-PULP CONSUMPTION

An attempt has been made by the New York *Textile World* to assess the consumption of wood-pulp for artificial silk production. Calculations based on the output of artificial silk—the most obvious basis—are apt to be misleading on account of the partial use of cotton linters. With deductions for linters and an allowance for waste in manufacture, the quantity of wood-pulp used for artificial silk production in 1925—assuming world production to be some 185 million pounds—might be put at, roughly, 45,000,000 pounds. If the same proportions are maintained in 1926 as in 1925 this estimate should be increased by some 30 per cent for next year, although this would not take into account any diversion from wood-pulp to cotton linters.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for the following equipment required by the New Zealand Government Railways: seven copper tube plates class Aa locomotives, to drawing. (Plates to conform to British Standards Report, No. 24, specification No. 11, 1924, or to the American Society for testing material standard specifications for copper plates for locomotive fireboxes, class A.) These specifications are open for inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders, which close on April 1, 1926, should be addressed to the Chairman, Railway Board, Wellington.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, ST. THOMAS, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1729. ROLLED OATS, OATMEAL, AND SEEDS.—A London company, who import produce generally upon an agency basis, are prepared to act for Canadian shippers. Lines in which interest is especially expressed are the above.

1730. POTATOES, CODFISH, ONIONS.—A commission agent at Havana desires to represent Canadian exporters.

1731. CANNED LITTLE FISH IN OIL.—A firm in Hamburg, Germany, desire quotations c.i.f. West Africa from a Canadian firm in a position to offer cheap-quality canned little fish in cottonseed oil, the price of which should not exceed \$3.45 c.i.f. West Africa per case of 100 tins.

1732. CANNED SALMON.—A large Dutch concern in Amsterdam is desirous of getting into touch with a Canadian salmon packer with a view to representation in the Netherlands.

Miscellaneous

1733. POULTRY FEATHERS.—A London company, who are importers of geese and other poultry feathers, invite offers from Canadian producers and shippers.

1734. SOAP, PERFUMERY, AND TOILET PREPARATIONS.—A Milan firm would like to import from Canada.

1735. CELLULOID AND TOILET ARTICLES.—Canadian manufacturers and exporters are requested to send offers and quotations to a Milan firm. Prices should be c.i.f. Genoa.

1736. TOY BALLOONS, ETC.—A Milan importer is anxious to communicate with Canadian houses handling toy balloons, novelties, and rubber specialties.

1737. OILS AND GREASES, CHEMICAL PRODUCTS, OFFALS.—A Marseilles importer would like to act as a buying and selling agent for Canadian exporters.

1738. BREAD BOARDS, PASTRY BOARDS, ETC.—A London firm of merchants and manufacturers' agents ask to be placed in touch with Canadian manufacturers of bread boards, pastry boards, and general household turned goods.

1739. ELECTRICAL AND SANITARY APPLIANCES FOR BARBER SHOPS, ETC.—A Milan concern would like to open up business connections with Canadian firms dealing in electrical and sanitary appliances for barber shops, hair dressers, and beauty parlors.

1740. REPRESENTATION.—An Amsterdam concern would be pleased to get into touch with Canadian exporters who are desirous of developing the Netherlands market for their products.

1741. REPRESENTATION.—A Port-au-Prince concern are anxious to secure representation of a Canadian life insurance company.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 21, 1925

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 21, 1925. Those for the week ending December 14, 1925, are also given for the sake of comparison.

	Parity	Week Ending	
		December 14, 1925	December 21, 1925
Britain £	1.00	\$4.86	\$4.8462
Czecho-Slovakia Crown	1.	.203	.0296
France Fr.	1.	.193	.0362
Italy Lire	1.	.193	.0404
Holland Florin	1.	.402	.4017
Belgium Fr.	1.	.193	.0453
Spain Pes.	1.	.193	.1417
Portugal Esc.	1.	1.08	.0520
Switzerland Fr.	1.	.193	.1928
Germany Reichs Mk.	1.	.238	.2381
Greece Dr.	1.	.193	.0132
Norway Kr.	1.	.268	.2035
Sweden Kr.	1.	.268	.2678
Denmark Kr.	1.	.268	.2490
Japan Yen	1.	.498	.4350
India R.	1.	2s.	.3675
United States \$	1.	\$1.00	1.00
Mexico \$	1.	.498	.4880
Argentina Pes.	1.	.424	.4150
Brazil Mil.	1.	.324	.1412
Roumania Lei	1.	.193	.....
Jamaica £	1.	4.86	4.8687
British Guiana £	1.	1.	4.8687
Barbados \$	1.	1.	
Trinidad \$	1.	1.	
Dominica \$	1.	1.	
St. Kitts \$	1.	1.	1.0037—1.0162
Grenada \$	1.	1.	1.0037—1.0162
St. Vincent \$	1.	1.	
Tobago \$	1.	1.	
Shanghai, China Tael	1.	.708	.7725
Batavia, Java Guilder	1.	.402	.4050
Peru Pound	1.	4.86½	3.9250
Singapore, Straits Settlements .. \$	1.	.587	.5825

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To PLYMOUTH, CHERBOURG AND LONDON.—Ascania, Cunard Line, Jan. 25.
 To QUEENSTOWN.—Alaunia, Cunard Line, Jan. 11.
 To CARDIFF AND SWANSEA.—Canadian Leader, Jan. 2; Canadian Commander, Jan. 15—both C.G.M.M.
 To HULL.—Ariano, Jan. 11; Valemore, Jan. 25—both Furness, Withy.
 To LIVERPOOL.—Sachem, Jan. 7; Bay State, Jan. 15; Newfoundland, Jan. 31—all Furness, Withy; Alaunia, Cunard Line, Jan. 11.
 To MANCHESTER.—Manchester Commerce, Dec. 31; Manchester Hero, Jan. 17; Manchester Division, Jan. 24—all Furness, Withy.
 To LONDON.—Ariano, Jan. 11; Jessmore, Jan. 16; Valemore, Jan. 25—all Furness, Withy.
 To St. JOHN'S, Nfld.—Hethpool, Farquhar SS., Jan. 2, 15 and 22; Sachem, Jan. 7; Newfoundland, Jan. 21—both Furness, Withy.
 To BERMUDA, St. KITTs, ANTIGUA, MONTserrat, DOMINICA, St. LUCIA, BARBADOS, St. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Jan. 1; Chignecto, Jan. 15; Teviot, Jan. 29—all R.M.S.P. Co.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Jan. 16.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Volunteer, Jan. 8;
 Canadian Carrier, Jan. 22—both C.G.M.M.
 To SANTIAGO AND KINGSTON.—Caledonia, Pickford & Black, Dec. 30 and Jan. 27.
 To SANTIAGO, KINGSTON AND MONTEGO.—Andalusia, Pickford & Black, Jan. 13.
 To AUSTRALIAN PORTS.—Canadian Traveller, C.G.M.M., Dec. 31.
 To NEW ZEALAND PORTS.—Canadian Challenger, C.G.M.M., Jan. 25.

From St. John

To LONDON.—Batsford, Jan. 2; Bothwell, Jan. 16—both Canadian Pacific; Canadian Aviator, Jan. 6; Canadian Trapper, Jan. 20—both C.G.M.M.; Vellavia, Cunard Line, Jan. 6.
 To CARDIFF AND SWANSEA.—Canadian Leader, Dec. 31; Canadian Commander, Jan. 13;
 Canadian Mariner, Jan. 27—all C.G.M.M.
 To LIVERPOOL.—Montrose, Jan. 1; Metagama, Jan. 8; Montcalm, Jan. 15; Montnairn, Jan. 22—all Canadian Pacific.
 To AVONMOUTH.—Kastalia, Anchor-Donaldson, Jan. 15.
 To MANCHESTER.—Manchester Regiment, Jan. 9; Manchester Division, Jan. 23—both Manchester Liners.
 To GLASGOW.—Moveria, Dec. 29; Gracia, Jan. 12; Carmia, Jan. 19—all Anchor-Donaldson; Bolingbroke, Jan. 5; Brandon, Jan. 26—both Canadian Pacific.
 To BELFAST AND DUBLIN.—Torr Head, Head Line, Jan. 18.
 To ANTWERP.—Canadian Aviator, Jan. 6; Canadian Trapper, Jan. 20—both C.G.M.M.
 To HAMBURG.—Hastings County, Dec. 30; Essex County, Jan. 13—both Intercontinental Transports; Batsford, Canadian Pacific, Jan. 2.
 To HAVRE.—Brant County, Jan. 8; Grey County, Jan. 19—both Intercontinental Transports.
 To ROTTERDAM.—Porsanger, Jan. 9; Grey County, Jan. 19—both Intercontinental Transports.
 To COPENHAGEN AND BALTIC PORTS.—Ivar, Scandinavian-American Line, Jan. 20.
 To ITALIAN PORTS.—Valforita, Lloyd Mediterraneo Italian Service, Dec. 30.
 To SOUTH AFRICAN PORTS.—Fantee, Elder Dempster Line, Jan. 15 (calling at Freetown, Sierra Leone).
 To HAVANA (CUBA).—Emperor of Montreal, Robert Reford Co., Ltd., Dec. 30; a steamer, H. E. Kane & Co., Dec. 30.
 To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Balfour, Canadian Pacific, Jan. 14.
 To SOUTH AMERICAN PORTS.—Hesperides, Houston Line, Jan. 20.
 To NEW ZEALAND PORTS.—Schouwen, New Zealand SS. Ltd., Jan. 16.

From Vancouver

To YOKOHAMA, KOBE AND HONG KONG.—Tyndareus, Jan. 7; Achilles, Jan. 28—both Blue Funnel.
 To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Arizona Maru, Dec. 29; Arabia Maru, Jan. 16; Mexico Maru, last half January—all Osaka Shosen Kaisha.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Royal Mail Line, Jan. 13.
 To AUSTRALIAN AND NEW ZEALAND PORTS.—West Calera, Dec. 30; West Cahokia, Jan. 23—both Pacific-Australasian Line.
 To WEST COAST UNITED KINGDOM PORTS.—Canadian Highlander, C.G.M.M., Jan. 25.
 To LONDON.—Loch Katrine, late December; Dinteldyk, early January—both North Pacific Coast Line; Canadian Planter, C.G.M.M., Jan. 9; Witram, early January; Justin, late January—both United American Lines.
 To LIVERPOOL.—Loch Katrine, late December; Dinteldyk, early January—both North Pacific Coast Line.
 To MANCHESTER.—London Shipper, Jan. 4; Pacific Shipper, Jan. 20—both Furness Line.
 To GLASGOW.—Moerdyk, North Pacific Coast Line, late December.
 To BORDEAUX, HAVRE AND ANTWERP.—Iowa, Jan. 10; Oklahoma, Jan. 21—both Cie. Gle. Transatlantique (French Line).
 To ANTWERP.—Moerdyk, late December; Silarus, middle January; Loch Monar, second half January—all North Pacific Coast Line; Canadian Planter, C.G.M.M., Jan. 9.
 To HAMBURG.—Moerdyk, late December; Silarus, middle January; Loch Monar, second half January—all North Pacific Coast Line; Witram, United American Lines, early January.
 To ROTTERDAM.—Loch Katrine, late December; Dinteldyk, early January; Silarus, middle January; Loch Monar, second half January—all North Pacific Coast Line.
 To HAVRE.—Silarus, North Pacific Coast Line, middle January.
 To GENOA, LEGHORN, NAPLES AND TRIESTE.—Arsa, Navigazione Libera Triestina, Jan. 10.
 To WEST INDIES AND EAST COAST OF SOUTH AMERICA.—West Camargo, Pacific-Argentine-Brazil Line, early January.
 To WEST COAST PORTS OF SOUTH AMERICA.—Poljana, General SS. Corporation, Jan. 12.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

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Electricity and Fluid Exportation Act. Electricity Inspection Act.
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Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
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MISCELLANEOUS

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Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
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Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
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Final Report of the Fuel Controller (1920).
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Imperial Fruit Show (1923).
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Pan-Pacific Commercial Conference (1923). (Price 25 cents.)

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NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
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PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).

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Year Book of Canada.

Report of the Dominion Statistician, Annual.

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COMMERCIAL INTELLIGENCE SERVICE

Director: W. McL. Clarke, Ottawa

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TO THE

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FOR THE

SIX MONTHS ENDING DECEMBER 26, 1925

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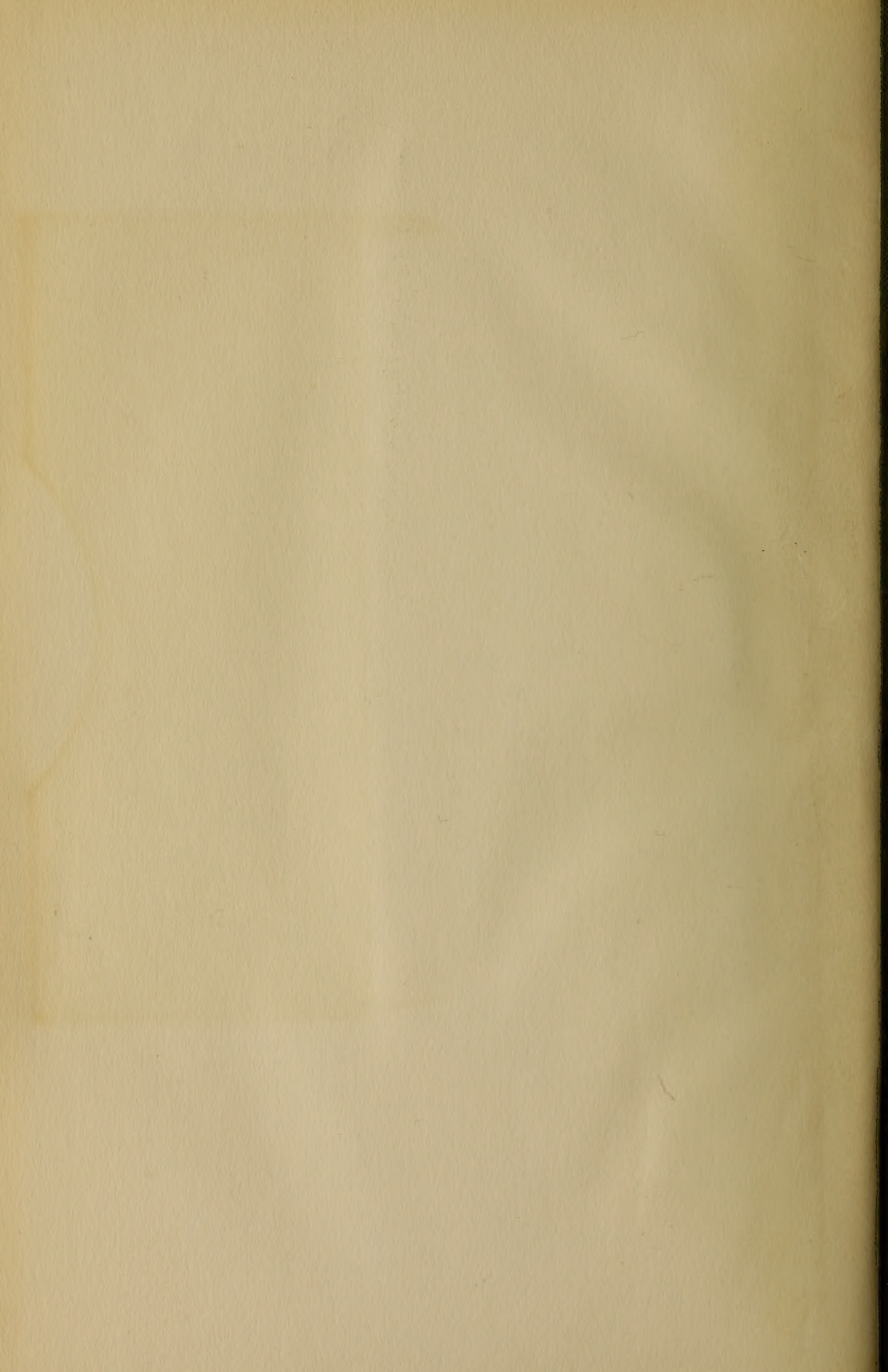
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